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NEWSPAPER

JULY 13, 1992

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$75/YEAR; $2/COPY

Ford leads Chevy at the half

Industry wide sales rise 5.1%; Japan share drops 1.5 points

PHIL FRAME, JIM HENRY and KATHY JACKSON
Staff Reporters

In a remarkable seesaw, Ford Division snared the car sales lead from cross-town rival Chevrolet during the first six months of 1992.

Ford stretched its lead over Chevrolet in truck sales, too. The twin conquests put Ford a huge 185,790 vehicles ahead of a division it trailed just a year ago. And the switch at the top set the tone for other dramatic sub-battles over 6,491,196 first-half sales.

The Honda Accord's lead as the industry's best-selling car shrank to about a week's worth of Ford Taurus sales, now in second place. Saturn has climbed from next to nowhere to rank behind Cadillac in the standings. Chrysler's minivans annexed yet a bigger chunk of the minivan market. Lexus and Infiniti gained 20,015 sales; Lincoln lost 18,047.

June, six-month sales tables ➤ 34, 35

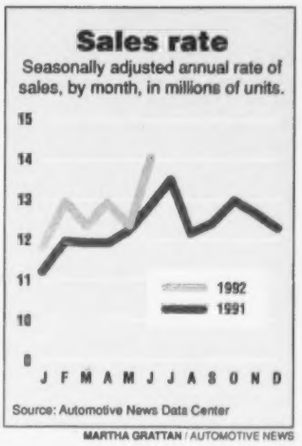
On a national scale — in a half-year that rang with trade disputes and "Buy American" pitches — the Japanese lost 1.5 points of market share. The Big 3 reclaimed that and more, while the Europeans slipped a hair. Trucks did better than cars.

By June 30, overall car and truck sales had risen 5.1 percent above their dismal year-ago levels. June itself provided the year's biggest sign of promise for a recession-weary industry. The seasonally adjusted annual sales rate for June was nearly 14.0 million cars and trucks, higher than any month in 1992 or 1991.

FORD TAKES THE LEAD

Ford Division spurred much of the month's gain by selling more than a quarter million cars and trucks, a 26.6 percent increase from June 1991. Chevrolet gained, too, but by just 1.2 percent. June's surge gave Ford its 185,790 mid-year lead over Chevrolet. Half-

see SALES, 34



MARTHA GRATTAN / AUTOMOTIVE NEWS

Olds requires NADA class

LANSING, Mich. — Oldsmobile now is requiring National Automobile Dealers Association certification as a prerequisite for membership in its Oldsmobile Vanguard Certification Program for salespeople.

NADA officially launched its certification program in February during its convention in Dallas. Oldsmobile becomes the first General Motors division to require NADA certification as a part of the division's own certification program, said General Manager John Rock.

Rock, who said he made the move as one of his first acts at Oldsmobile, said he endorses the NADA certification program because it helps instill a higher level of professionalism in dealership operations.

— *Phil Frame*

Dems' ticket has CAFE flavor

WASHINGTON — Bill Clinton's selection of Sen. Albert Gore, D-Tenn., as his vice presidential running mate gives the Democratic ticket two candidates who have favored higher corporate average fuel economy standards.

Clinton has endorsed a 45-mpg CAFE standard in campaign speeches, and Gore was a co-sponsor of a bill that would have required a 40 percent improvement in fuel

see LATE NEWS, 2

HANS G. LEHMANN/HIDDEN IMAGE

Chrysler's PL breaks cover

While the hoopla rages over the LH sedans, Chrysler engineers are testing prototypes of the new compact sedan, code-named PL. This spy shot shows the car's design is similar to the Dodge Neon concept car. True to the cab-forward design philosophy, the wheels are pushed toward the ends of the platform with short front and rear overhangs. Power will come from a 2.0-liter four-cylinder engine in single- and double-overhead-camshaft versions. The PL is due to be introduced in late 1993 as a 1994 model.

Ford will fix paint defects

Program to cover all truck problems

KATHY JACKSON
Staff Reporter

Ford Motor Co. is embarking on a large and potentially expensive customer satisfaction program, but it doesn't satisfy a consumer watchdog agency in Washington. The watchdog says Ford is turning its back on paint problems with F-series trucks.

Beginning later this month, Ford will go national with Owner Dialogue, a program it began in five cities last March to communicate with owners of 1987 to 1991 F-series trucks.

Tom Wagner, general manager of Ford's Parts and Service Division, said the company will notify all but large fleet owners, about 2 million owners in all.

If the customers identify any legitimate problems, paint or otherwise, the company will fix the problem at no cost to the owner. Ford will write to about 200,000 customers each month until all have been contacted.

"There's no way we can guess the cost of this program," Wagner said. "We're doing this as an effort to improve customer satisfaction."

Last month, the Center for Auto Safety charged that there are serious paint defects on F-series trucks, and that Ford is repainting some of the vehicles under a secret warranty. The center said peeling occurs over all areas of the trucks, and complaints range from chipping and flaking to large areas of paint falling off the vehicles.

Dealers say the cost to strip down and repaint an entire truck — if necessary — can range from $1,800 to $2,300.

Clarence Ditlow, executive director of the watchdog agency,

see FORD, 33

Rock will put Olds' future in dealers' hands

PHIL FRAME
Staff Reporter

Oldsmobile dealers will have a major role in deciding what products to sell and how many outlets the division has as it reshapes its image for the late 1990s, General Manager John Rock said.

In his first interview since taking the job April 24, Rock said he would like Oldsmobile to be more like Saturn Corp., possibly including a one-price policy.

He also believes Oldsmobile's lineup has too many models, and that Oldsmobile and its dealers can learn something from McDonald's business philosophy.

Rock said one key question is how many dealers and outlets the division needs.

"Your distribution channel has to be competitive — the same as your products. So it begs a lot of questions. Do you need 3,000 dealers, or do you need 1,000 dealers in 3,000 locations or some number in between? I don't think the factory can make that decision unilaterally," he said.

Rock wouldn't reveal his choice: "What I want or think is best is not within my power to dictate."

THOMAS GENNARA

John Rock lauds McDonald's for its quality. He helped dedicate a restaurant with an Oldsmobile theme.

What he plans to do is gather the key leaders of the dealer body, share the division's business plans and let them say what type of organization is needed.

"You could go to the extremes: Shelf space, no exclusive dealers, just thin the product line down and give me a little space on the lot and two stalls in the showroom," Rock said.

"The other (extreme) is a few dealers with a lot of locations and have them exclusive. Or, what the hell, business as usual — just become the company of

see ROCK, 33

Makers try to bottle up Calif. air rules

MAX GATES
Staff Reporter

WASHINGTON — Domestic and foreign automakers have launched a two-pronged attack to prevent the spread of California-style clean cars to other states.

The automakers are trying to block the EPA from approving California's plan to implement a 10-year phase-in of progressively tighter emissions standards beginning in the 1993 model year. And last Thursday, the two major import and domestic automaker associations filed suit in federal court to stop New York from adopting California rules.

The suit, filed by the Motor Vehicle Manufacturers Association and the Association of International Automobile Manufacturers, claims that New York's new car

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66th year—No. 5455

Advertising Production Dept. (313) 446-6063
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Classified Ad Department ..... (313) 446-6065
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Editorial & Business Offices . (313) 446-6000

AUTOMOTIVE NEWS (ISSN 0005-1551) is published weekly except semiweekly the fourth week in May at 1400 Woodbridge, Detroit, MI 48207-3187. Second-class postage is paid at Detroit, MI and at additional mailing offices. Postmaster: Send address changes to AUTOMOTIVE NEWS, Circulation Department, 965 E. Jefferson, Detroit, MI 48207.

corrections

- The name of John Kalsbeek, Nissan Canada Inc.'s director of satisfaction, was misspelled in a June 22 story on Page 21.
- A June 24 article on Page 8 incorrectly reported Mazda Motor of America Inc. pickup truck sales for the January to May period. The company actually retailed 19,988 pickups during the period, compared with 21,027 a year earlier.
- A Mexican production table on Page 42 of the June 1 issue had incorrect numbers for "other truck makers." The corrected April numbers, and revised industry car and truck totals for the month, are:

	April 1992	April 1991
Trucks for Mexico ...	1,564	2,243
Trucks for export	0	1
Other truck makers .	**1,564**	**2,244**
Total industry	**88,458**	**82,920**

JIM DUNNE/POPULAR MECHANICS

Full-sized Dodge pickup gets new look

Dodge's new full-sized pickup, due for the 1994 model year, was photographed during hot-weather testing. It mimics the styling of 18-wheelers with a tall center hood and separate fenders. The new design creates room for an 8.0-liter V-10 engine in the top-line version. To free up production capacity for the T-300 at the Dodge City plant in Warren, Mich., the Dodge Dakota pickup will be moved to Chrysler's Toledo, Ohio, Jeep facility. Story on Page 37.

latenews

CONTINUED
from PAGE 1

economy by 2001. Gore also offered a 45-mpg CAFE proposal in his comprehensive global warming bill in an earlier session of Congress.

Gore, an outspoken environmentalist, also supported the 1990 Clean Air Act amendments, which set new emission control standards, and a comprehensive energy bill, which included a CAFE increase to 37 mpg by 2006. None of the CAFE measures has become law.

Nissan and Saturn have auto plants in Gore's home state of Tennessee.

— *Max Gates*

Chrysler cuts Cherokee price

HIGHLAND PARK, Mich. — Chrysler Corp. has cut the base price of the 1993 Jeep Cherokee sport-utility an average of 5.1 percent from 1992 models.

The 1993 Cherokee is available in three models: base, Sport and Country. Chrysler said it raised equipment levels also. Base prices range from $12,137 for a two-door, two-wheel drive base model to $18,533 for a four-door, four-wheel-drive Country model.

Chrysler said the base prices are $647 to $2,209 less than 1992 models.

Chrysler lowered prices to distance it from the Jeep Grand Cherokee introduced this spring.

First LH cars now go to fleet

HIGHLAND PARK, Mich. — The majority of the first 1,000 LH cars to roll off the assembly line at Chrysler Corp.'s Bramalea, Ontario, assembly plant are going to the Disney World area.

A fleet of Chrysler Concordes, Dodge Intrepids and Eagle Visions will be available later this month at rental car companies in Orlando, Fla., a Chrysler spokesman said.

Chrysler engineers and technicians will be on hand for at least a month to gather feedback and to monitor performance.

A lesser number of the cars are destined for rental car fleets in Denver.

Earlier this month, Chrysler said it would put most early-production LHs in dealer inventory.

— *Arlena Sawyers*

Mazda, M-B eye hydrogen

TOKYO — Mazda Motor Corp. disclosed last week that it is talking to Mercedes-Benz AG about cooperating on development of a hydrogen-powered car.

Both companies have developed hydrogen-burning prototypes and are testing methods to store large quantities of hydrogen in a gaseous form. BMW AG also has developed a prototype.

"We are talking about communicating and exchanging ideas, not a technological tie-up," a Mazda spokesman said.

— *Mary Ann Maskery*

Trenton picked for PL engine

HIGHLAND PARK, Mich. — Chrysler Corp. will invest $110 million in its Trenton, Mich., engine plant for the production of a new 2.0-liter, 16-valve, four-cylinder engine.

Production of the engine will begin next fall for a new small car, code-named PL, due in early 1994.

Once production of the new engine begins, the 2.2- and 2.5-liter engines currently built at the plant will be phased out.

June sales slide in Canada

TORONTO — Canadian sales of cars and trucks fell 11.82 percent in June, the country's third straight month of double-digit decline.

As usual, cars fared worse than trucks. Car volume slipped 14.9 percent, while trucks slipped nearly 5.0 percent. Total Canadian sales reached 639,298 in the first half of the year, 8.2 percent behind 1991 levels.

Chrysler, led by light trucks, was the only Big 3 maker to increase sales in June. Mazda was the only Japanese importer to post a sizable gain for the month, up 19.2 percent.

Toyota expects fewer sales

TOKYO — Toyota Motor Corp. last week lowered its own domestic sales forecast for the year by 4.1 percent to 2.3 million units.

Similar announcements came from Honda Motor Co. and Mazda Motor Corp. in response to a 4.8 percent drop in Japanese new-car sales in the first half.

Toyota sales for the first half fell 3.8 percent to 1.17 million units.

Toyota said it is still bullish on the second half. Citing government moves to stimulate the economy, Toyota said it expects its second-half sales to rise 5 percent from last year to 1.19 million units.

— *Mary Ann Maskery*

Green group works with GM

NEW YORK — General Motors and the Environmental Defense Fund have agreed to work together to find ways to cut car emissions.

The environmental group supports programs to replace inflexible regulations with schemes to allow pollution "credits" trading.

GM and the group have already given the EPA a proposal for retiring older, more polluting cars from the nation's highways.

— *The Associated Press*

Fruehauf opens Canadian deals

DETROIT — Fruehauf Trailer Corp. said it signed 14 dealer locations as part of its program to re-establish a major marketing presence in Canada, said Arthur Rowe, Fruehauf president and chief executive officer.

Fruehauf licensed Trail Mobile Inc. to produce and sell trailers in Canada under its name in 1988.

In 1989 the Gemala Group, an Indonesian-based firm, bought marketing rights to the Fruehauf name in Canada. In 1991 the Gemala Group purchased Trail Mobile U.S.A. It terminated the licensing agreement with Fruehauf and discontinued production of all trailers in Canada, opening the door for Fruehauf to return.

— *Joseph Bohn*

briefly

Illness foils Mazda plan

Toshio Wakiya was all set to take over as president of **Mazda Motor of America** this month when he learned he was seriously ill. Now Wakiya will remain in his former job in Japan, keep the board seat he was just promoted to and receive medical treatment near his home in Hiroshima. Kazuo "Sonny" Sonoguchi, who had been just been promoted from senior vice president to a job in Japan, instead gets promoted to president of Mazda Motor of America. Sonoguchi has been at the California sales arm since 1990.

Wakiya is seriously ill

IRS NAME GAME — If the Black **Ford** and **Lincoln Mercury** Dealers Association changes the word "black" to "minority," it stands a better chance of securing non-profit status from the Internal Revenue Service, says the group's attorney. With non-profit status, the group can recover more than $60,000 in 1989 and 1990 taxes. The change is being considered.

OVERHEARD AT GM — Did you hear about Ross Perot? If he becomes president, there won't be enough money in the Treasury to buy him out.

TOUGH PICKINS — Joseph Gorman, chairman of supplier TRW Inc., says **General Motors** parts king Ignacio Lopez will find it tougher to slash costs here than in Europe: "There was waste in Europe. He could pick a lot of low-hanging fruit that doesn't exist in the United States. We've been through that."

'I'M OUTTA HERE' — Did John Rock think twice about moving from staff vice president to **Oldsmobile** general manager this spring? Rock says he was feeling the frustration of "a field guy . . . shuffling papers." Then Executive Vice President Alan Smith "called me in and looked me in the eye and said, 'Rock: You're going to Oldsmobile.' I said, 'Thank you — I'm outta here." '

DUN'S DELIGHT — Dun & Bradstreet Information Services says that even though they were losing money, the Big 3 assembly plants took only 14 days to pay bills in December 1991, compared with 12 days a year earlier. The analysts credit the Big 3 with maintaining adequate working capital and positive cash flow.

DRIVER TRAINING — GE Capital Fleet Services of Canada and **General Motors** are footing the bill this week to teach 12 of GE's fleet manager customers how to drive better, including ABS and non-ABS braking sessions. The John Powell Performance Driving School is the teacher. Fleet managers will likely share their new expertise with their own drivers, except maybe the part about how to enter Turn 2 on Mosport race track at maximum speed.

GRAVE CONCERN — A family cemetery, enveloped in a clump of trees and surrounded by blackberries, is on the land being sold for the new **BMW** automobile plant in South Carolina. It's not clear what will happen to the cemetery, the 12 unmarked headstones, and the remains buried there. Margaret Barnett, whose ancestors are there, said, "I'd hate to see cement poured over it."

Toyota center to train suppliers

LINDSAY CHAPPELL
Staff Reporter

Japanese automakers, fighting an uphill battle to source more U.S. parts and materials, raised their efforts to another level last week.

Toyota Motor Corp. said it will open a supplier-assistance center this September in Lexington, Ky., where it plans to remake a handful of U.S. suppliers each year. Even non-Toyota suppliers will be taught the vaunted "Toyota production system." The effort, Toyota hopes, will help create a more competitive U.S. supply industry.

The move comes amid enormous political pressure for Japanese automakers to use more U.S. parts. Just last week, the House of Representatives passed a measure that would force Japanese transplants to source 70 percent of their parts and materials from North American suppliers.

The Japanese say they are going as fast as they can without sacrificing quality and compromising standards. In the meantime, efforts to boost spending have been hampered by a decline in Japanese automakers' U.S. vehicle sales and output from their U.S. transplants, which account for most of Japan's U.S. parts buying.

Still, the five largest Japanese automakers increased their U.S. spending by $698 million in the fiscal year ended March 30. During the current fiscal year, the companies say they will spend an additional $2.5 billion among U.S. suppliers.

Japanese industry has targeted U.S. purchases of $19 billion by fiscal year 1994 — a jump of more than $7.5 billion from this year's level.

MORE COMPLEX PARTS

But future spending could be harder to come by. The carmakers are beginning to source more and more critical parts, like engine components. Those components require closer involvement with U.S. companies during the early design stages of a vehicle.

"Initially, the work is somewhat easy because they purchase common parts, like audio speakers and tires," explains Tomoyuki Okusa, a spokesman for Mitsubishi Motors America Inc. "Now it becomes very difficult. Critical components require more early design, more testing and evaluation."

Toyota emphasizes that the Kentucky center will not be used to qualify parts makers for new business. The company says there is no guarantee that a supplier who converts to the Toyota system will ever receive any new business from Toyota.

"We don't need the center to reach our 1994 target of sourcing $5.2 billion from U.S. companies," said Tim Andree, spokesman for the project. "But if you aim those projections farther out into the future, then yes it will help us continue to source more from American suppliers. If it helps create a more competitive and efficient U.S. supplier industry, that has to make it easier for us to do business here."

Toyota's Lexington center will move to Georgetown, Ky., which is home of the firm's Camry plant, in spring 1994.

The operation will guide six to eight U.S. firms a year through a complete make-over, including production techniques and human resources issues. The Toyota production system relies on such lean-production tenets as low parts inventories, constant quality improvement and minimal waste.

COMPLETE MAKE-OVER

"The Japanese don't just want to see the part," says Shahid Kahn, owner of Bumper Works in Danville, Ill., a bumper supplier who underwent a Toyota make-over two years ago in an early test case for the project.

"They want to see how you make the part. If you're not producing it efficiently, with the flexibility to change when necessary, then how competitive can you help them be?"

Kahn was already selling bumpers to Toyota Motor Sales U.S.A. Inc. for installation on imported cars at the port. But the conversion to Toyota's way of running shop helped him become a more attractive supplier, he says.

After the year-long process, the company slashed absenteeism from 16 percent to 2 percent and brought on-the-job accidents down by 70 percent. It cut the average time required to change stamping dies from 90 minutes to 11 minutes. Inventories were reduced by 70 percent and manufacturing defects by 80 percent.

A year ago, Bumper Works landed a new contract to supply California-built Toyota pickups. Kahn says there was no direct connection between the make-over and the contract. But he says he's now in a better position to land future Toyota contracts.

"We're more competitive now," Kahn says. "But that makes us more attractive to other customers, too."

JAPANESE CARMAKERS' U.S. SOURCING

Figures in billions of dollars for fiscal years

Company	1992*	1991	1990
Toyota	$3.80	$2.83	$2.54
Honda	3.00**	2.89	2.49
Nissan	2.30	1.50	1.30
Mazda	1.41	0.95**†	1.18
Mitsubishi	0.86	0.70	0.68
TOTAL	11.37	8.87	8.19

* Target figures; 1992 fiscal year ends March 30, 1993
** Estimate
† Production dropped because of model changeover.
Source: Companies

U.S. suppliers brought in early

In the past year, the Japanese have stepped up efforts to involve U.S. firms early in the new-product design process:

- **Honda Motor Co. brought 41 U.S. suppliers in to work on its 1994 Accord project.**
- **Nissan Motor Co. Ltd. took 50 "high-potential" U.S. suppliers to Japan for design-in work.**
- **Toyota Motor Corp. said U.S. design-in efforts helped it add an additional $300 million to its original 1992 spending target for U.S. sourcing.**

Pontiac to add 'value' to excitement ads

Grand Am approach serves as a model

ARLENA SAWYERS
Staff Reporter

Pontiac's excitement image created in the 1980s is evolving to include good basic value in the 1990s, say Pontiac marketing and advertising executives.

Without disclosing Pontiac's 1993 advertising plans, Lynn Myers, Pontiac general marketing manager, said the current crop of Pontiac Bonneville and Grand Am advertising is a good indication of the company's approach to advertising in the 1990s.

"ABS (anti-lock brake system) has been a major portion of our advertising," said Myers, who took over Pontiac's marketing in January. "Comparative advertising tells a strong story relative to other cars. We feel that Pontiac as the excitement division is still valid for the '90s."

Pontiac began its "excitement" theme in 1982 and crafted it with ads dominated by performance shots of the cars, pulsating music and scantily clad women.

Performance and handling still are the focal points in the ads for the redesigned 1992 Bonneville and Grand Am, but product attributes such as active safety and comparisons to the competition are a major portion of the advertising.

But don't expect dull, said Mark Gjovik, executive vice president and group account director at Pontiac's ad agency, DMB&B in Bloomfield Hills, Mich.

"You can have a car that represents improved engineering and good value for the money," he said. "Part of that value is the fact that it's exciting, it performs well, it looks good, you feel good behind the wheel."

The average buyer of the 1992 Pontiac Bonneville SE (rear) is 47 years old; for the predecessor SE, it was 57. The average SSEi buyer is in the mid-40s.

This approach seems to be working. Pontiac sold 74,090 Bonnevilles from Oct. 1, 1991, to June 30, compared with 41,970 units in the same period a year earlier. Grand Am sales in the same period were 149,885 units, compared to 128,208 a year earlier.

Myers also points out that the average age of the Bonneville SE buyer dropped 10 years, from about 57 for the 1991 model to 47 for the redesigned car.

The average age of Bonneville SSE and SSEi buyers remain in the mid 40s.

Pontiac has had good response to one particular Bonneville spot that broke in the spring, Myers said. It features two executives standing near a green Bonneville who are discussing the virtues of various luxury cars.

In the spot, the owner of the car admits that he could have purchased a Lexus or a BMW, but that he got style, performance and value for a lot less. It is not revealed until the end of the spot that the car is a Bonneville.

"We're taking a rational approach," said Michael Wright, Pontiac advertising manager. "We're saying, 'Here's what you get and you get it for less.' "

Dealers help Jaguar claw its way into Power top 10

Getting cozy with customers

JIM HENRY
Staff Reporter

MAHWAH, N.J. — Jaguar Cars Inc. — yes, Jaguar — made a surprising climb among the elite in the latest Customer Satisfaction Index from J.D. Power & Associates.

Jaguar was No. 10 on the list, outscoring Porsche and BMW. That's quite a leap for a marque burdened by a reputation for unreliability. Jaguar was in 25th place last year, and even that was improvement over previous years.

Michael H. Dale, the straight-shooting president of the U.S. subsidiary, once said that the silver lining in making such finicky cats was that Jaguar owners had low expectations. "With a Mercedes owner, their expectations are so high that the slightest problem is a big crisis," he said. "But with a Jaguar, if it started up on a rainy day, it was a 'bloody miracle.' "

What happened? The short answer is: hustling dealers, sharper competition and better product quality under parent company Ford Motor Co.

"The marque is awake again," Dale said.

Sales through June were up 10.8 percent to 4,809. But that's still 49.1 percent below two years ago.

"It's going to take years, not months, to change the perception," Dale said.

He credits others for the turnabout, especially Jaguar's dealers.

He even has good words for Lexus, which raised everyone's quality expectations. "Lexus deserves all their success, they really do. They just work at it *so hard*, such incredible attention to detail," Dale said.

If he takes any credit, it's for Jaguar's decision in 1984 to cut its dealer body by 35 and to encourage the rest to upgrade their dealerships. Jaguar had about 180 dealers when the "dealer rationalization program" began, compared with a high of 250. Today, Jaguar has 136 dealers.

"With the dealers we have today, give them half a chance, a marketing program and a better car, and they'll succeed," Dale said. His advice to other companies with too many dealers? "They should terminate half of them tomorrow, of course," he says, only half-joking.

Jaguar's top 10 finish was largely based on a fourth-place tie with Acura in the customer-handling component of the study. Jaguar's vehicle repair/reliability score showed a 20-point improvement over the previous year, but was still 18th out of 36 — compared with 33rd in 1991.

Dale said Ford, which acquired Jaguar in 1990, has fundamentally improved product quality. He said he can take one look at a car and tell if it's post-Ford.

"I was visiting a dealer the other day, and we were looking at the rear end of two cars side by side," Dale recalled. "I told him, 'You know, I just can't get used to how the chrome lines up straight!' "

He said by Ford's quality measures, the cars coming off the line have one-fifth the problems they had two years ago.

"You've got to remember there are fewer than a dozen Ford guys at the plant," Dale said. "It's management, that's what it is. In other words, the same guys who screwed it up are now the ones who are fixing it."

Strong sales keep inventories low

JOSEPH BOHN
Truck Editor

The upswing in the van conversion market has converters predicting the cleanest buildout in the past several years.

The only question is how smoothly General Motors can get up to speed on full-sized van production in Flint, Mich. The Flint facility is being converted to G-van production. Job 1 for the 1993 model is scheduled Aug. 10, according to converters.

Converters attending a GMC Truck Division bailment pool meeting last month were told that Flint will have a long production acceleration. The plant will not reach full production until Jan. 25, 1993.

"As long as the plant starts up with the schedule they've got, it'll be OK," said Gary Soos, general sales manager for Custom Craft Vehicles in Milwaukee. "If there's any hiccup, there could be a shortage. Clearly, there won't be big numbers on G vans at the start of '93."

Custom Craft and Glaval Inc., located in Elkhart, Ind., both have a comfortable supply of full-sized GM van chassis. But Kevin Slater, vice president of sales for Glaval, said his company has perhaps a month's oversupply of compact Chevrolet Astro and full-sized Ford van chassis.

Glaval bought an unusually heavy supply of both chassis, anticipating stronger summer sales. Wholesale demand during March and April was so strong that converters had trouble keeping up with orders.

As dealers filled their inventories — and wholesale demand caught up to retail sales — conversion activity slowed. Now, with the strong upturn in the truck market, retail conversion sales again are rebounding.

Glaval has consistently been short of Dodge van chassis and is seeking a doubling of its current allotment. Slater said he would like to get 500 to 600 Dodge van chassis a month.

Dodge has been very aggressive in the marketplace with consumer and dealer incentives, and it probably hasn't been taken as seriously as it should have by Ford and General Motors, Slater said.

Glaval has signed up 75 of Dodge's top 100 dealers and plans to sign all 100, Slater said.

Glaval, now Dodge's No. 2 converter, wants to overtake Mark III Industries Inc. of Ocala, Fla., as the top Dodge converter. The company wants to ensure a steady high volume of business, even if the overall conversion market softens. Glaval is currently producing 75 conversion vans of all makes daily, Slater said.

RECREATIONAL VEHICLE WHOLESALE DELIVERIES

	Apr. 1992	Apr. 1991	% change	4 mos. 1992	4 mos. 1991	% change
Travel trailers	7,200	6,200	+ 16.1	21,900	17,100	+ 28.1
Park Trailers	700	600	+ 16.7	2,400	2,000	+ 20.0
Travel trailers-fifth wheel	4,000	3,000	+ 33.3	13,700	9,000	+ 52.2
Folding camping trailers	5,100	4,000	+ 27.5	15,400	11,700	+ 31.6
Truck campers	1,300	1,300	0.0	3,900	3,300	+ 18.2
Towable RV total	**18,300**	**15,100**	**+ 21.2**	**57,300**	**43,100**	**+ 32.9**
Conventional (type A)	2,700	2,500	+ 8.0	9,700	7,400	+ 31.1
Van Campers (type B)	200	400	– 50.0	900	1,300	– 30.8
Chopped vans (all)	2,300	1,700	+ 35.3	6,600	4,800	+ 37.5
Motor home total	**5,200**	**4,600**	**+ 13.0**	**17,200**	**13,500**	**+ 27.4**
Van conversions	17,700	11,900	+ 48.7	65,400	33,400	+ 95.8
TOTAL ALL RVs	**41,200**	**31,600**	**+ 30.4**	**139,900**	**90,000**	**+ 55.4**

Source: Recreation Vehicle Industry Association

Custom Craft, a high-line van converter, is currently producing nine units daily, Soos said. That is up from the previous six units earlier this year. Custom Craft has been operating on steady overtime for the past four months, Soos said.

"Retail traffic's coming back now," Slater said. "That depletes dealers' inventory on '92s."

Chupp & Sons Conversions in Elkhart, Ind., also sees an upturn. "We've seen a turnaround in the last two to three weeks," said Jim Funkhouser, director of international sales and marketing.

Funkhouser attended one of Ford's regional dealer shows in Pittsburgh last week where Ford has been training and encouraging dealers to become more involved in conversion sales. The Pittsburgh show drew about 75 Ford dealers, Funkhouser said.

Chupp & Sons is producing between 10 and 13 conversion vans per day, he said, a number that has been fairly consistent.

Generally speaking, the truck market has been one of the industry's few bright spots. With the prime rate dropping and more favorable interest rates, converters are enthused about the outlook for summer and fall.

Ford to elminate non-pool van converters

JOSEPH BOHN
Truck Editor

Ford Division is tightening restrictions on non-consignment pool van converters for the 1993 model year and will eliminate all non-pool business by 1994.

Jerome Mittman, in a letter to dealers and converters, said non-pool converters working on 1993-model Econoline E-150, E-250 or Aerostar vans will be subject to engineering reviews, customer quality surveys and all other pool company requirements, except the financial ones of Ford Motor Credit Co. and the minimum volume requirements imposed by Ford Division.

Pool companies are required to convert at least 150 Ford vans a year. A non-pool company is only required to convert about 50 Ford vans.

If a firm hasn't done that many, it may still qualify for raw factory chassis by showing its capability to do so. If, for example, a non-pool firm converted only 25 Ford vans last year, but converted 100 of all different makes, it could still qualify, Mittman said.

Most importantly, every van conversion, whether done by a pool or non-pool company, must be retailed by a Ford Division dealer.

That is to prevent units from going to used-car, RV, General Motors or other non-Ford lots.

The new restrictions are preparatory to Ford eliminating non-pool converters.

"In 1994, to continue to receive an E-150 or Aerostar with the prep package, you have to be a pool account. Converters have one more year to qualify for converter status," Mittman said.

Ford now has 77 converters in its consignment pool and expects to have about 90 when the program is fully implemented.

DODGE IS HAPPY

Dodge Division has no plans to change its current rules for non-pool companies, said Jim Lynch, Dodge manager of special vehicle sales.

The estimated 30 non-pool companies converting full-sized Dodge van chassis are free to convert vans for Dodge dealers on a drop-ship basis.

"We have provided converters with our 20-step van conversion quality improvement program several years ago. We've had people calling on them since and are comfortable with the quality of their conversions in most cases," Lynch said.

Dodge currently has about 70 pool van converters, who together handle about 80 percent of its conversions, Lynch said.

He said the company's van conversion sales are running at their strongest level in two years for retail and wholesale.

He estimated 1992 model retail sales of Dodge van conversions would total 28,000 to 32,000, up 25 percent from last year.

The new 1994 model van, due in January 1993 after a short run of 1993 models, is expected to boost next year's sales by at least another 10 percent.

Dodge's van conversion sales are also being helped by the growing number of dealers, even smaller ones, who are stocking and selling conversion vans, Lynch added.

For the 1993 model year the converter package for full-sized chassis, called Customer Preferred Order Specs, will continue to have the same equipment and similar discounts as before.

Lynch said the company hasn't decided whether to offer a similar package for Caravan C/V minivans.

Chrysler's incentives, which have also been a big part of its success, continue, though in slightly reduced amounts.

From July 1 through Sept. 30, Chrysler reduced its previous $2,000-per unit maximum dealer cash incentive on conversion sales to $1,500, said Jim Zalansky, sales manager for Louis Dodge in Avondale, Ariz.

Under the program, dealers get $500 per unit for the first two sales, $1,000 per unit for the next two and $1,500 per unit starting with the fifth sale.

Credits for sales start over each month.

Louis Dodge is one of the smaller dealerships that has become more involved in conversions. Zalansky said his dealership normally sells one or two a month, but sold five in June.

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in brief
RECREATIONAL VEHICLES

Ford adds five converters

DETROIT — Ford Division has admitted five new converters to its consignment pool, said Jerome Mittman, RV sales manager.

They are Holiday Vans in Ypsilanti, Mich.; Showcase Travel in Arlington, Texas; Trans Aire and Unique Motor Coach, both in Elkhart, Ind., and Van Versions in Adel, Ga.

Ford has 77 converters in its pool account.

Computer Design fields new chassis

PAXTON, Ill. — Computer Design Chassis has a new premium RV chassis based on its commercial and ambulance chassis.

The new diesel-powered chassis features a 13,200-pound gross vehicle weight and wheelbase lengths of 145 to 176 inches.

It has a front-engine design, unusual for diesel models. It uses Cummins Engine Co.'s 5.9-liter turbodiesel and Chrysler's four-speed automatic overdrive transmission for its powertrain, according to a company spokesman.

New RV shows air in July

RESTON, Va. — Thirteen new episodes of the RV travel series, "Going Our Way," began airing July 4 on The Nashville Network.

The 30-minute program visits interesting destinations while offering useful RV travel information and advice.

The show airs on Saturdays and Thursdays and has averaged over 500,000 viewers weekly the past two years, according to the Recreation Vehicle Industry Association.

Converter ranks still thinning

DETROIT — The van conversion industry is still receding as it moves toward a manageable size.

From literally hundreds of converters a few years ago, there are now fewer than 150.

Chevrolet has 128 converters in its consignment pool, according to Tom Pfingst, assistant director of fleet and RV sales.

Ford expects to end up with 90 to 100 by the 1994 model year when its stops doing business with non-pool converters, according to Jerome Mittman, RV sales manager. Dodge anticipates having about 80 to 90, according to Jim Lynch, special vehicle sales manager.

Converters have faced increasing pressure from governmental safety standards, manufacturers' quality requirements and the capital investments required to remain competitive.

Chevrolet has lost 14 converters since January. Tern Industries Inc. in Syracuse, Ind., is one of its most recent casualties, Pfingst said.

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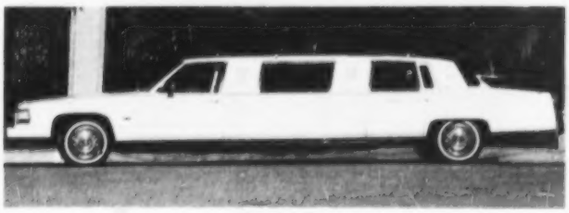

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U.S. VEHICLE TRADE

(x $1,000)

Country	Trade	1st Qtr. '91	1st Qtr. '90	Annualized trade April '91-March '92	Annualized trade April '90-March '91
Japan	from U.S.	$ 142,098	$ 148,544	$ 492,576	$ 582,803
	to U.S.	5,730,887	6,059,495	22,023,193	22,157,428
Canada	from U.S.	1,503,857	2,000,308	7,463,871	7,101,610
	to U.S.	5,105,069	3,840,349	20,724,765	18,357,570
Germany	to U.S.	1,067,380	1,195,887	4,657,300	5,456,896
S. Korea	to U.S.	166,689	294,728	942,200	1,178,147
Sweden	to U.S.	339,370	318,124	1,149,547	1,356,148
Mexico	to U.S.	728,538	565,268	2,942,621	2,687,729
Yugoslavia	to U.S.	0	2,501	2,316	10,179
United Kingdom	to U.S.	69,124	169,803	418,857	831,055
Italy	to U.S.	25,992	43,706	134,134	267,088
France	to U.S.	500	13,094	8,475	35,597
Brazil	to U.S.	14,272	21,688	54,233	59,362
Others	from U.S.	1,313,729	783,727	4,247,913	2,828,571
	to U.S.	61,540	158,287	473,777	695,437
Car and truck total	from U.S.	2,959,684	2,932,579	12,204,360	10,512,984
	to U.S.	13,309,367	12,682,929	53,531,420	53,092,635
VEHICLE TRADE BALANCE		(10,349,683)	(9,750,350)	(41,327,060)	(42,579,651)
Car total	from U.S.	2,587,724	2,389,683	10,083,754	8,806,312
	to U.S.	11,103,429	11,150,182	45,517,239	45,921,509
CAR TRADE BALANCE		(8,515,705)	(8,760,499)	(35,433,485)	(37,115,197)
Truck total	from U.S.	371,960	542,896	2,120,606	1,706,672
	to U.S.	2,205,938	1,532,747	8,014,181	7,171,126
TRUCK TRADE BALANCE		(1,833,978)	(989,851)	(5,893,575)	(5,464,454)
TOTAL U.S.	from U.S.	110,097,000	102,104,800	429,722,200	399,186,900
Merchandise trade	to U.S.	125,005,000	118,653,100	493,480,900	491,588,900
U.S. TRADE BALANCE		(14,908,000)	(16,548,200)	(63,758,700)	(92,402,000)

Canada creeps up on Japan as U.S. auto import leader

LINDSAY CHAPPELL
Staff Reporter

A surge in truck imports from Canada early this year created an automotive trade deficit with that country that was in the same multi-billion-dollar league as the U.S. deficit with Japan.

The value of U.S. vehicle imports from Canada rose 32.9 percent in the first quarter of this year, and U.S. exports to Canada fell 24.8 percent.

The U.S. vehicle deficit with Canada was $3.6 billion. The deficit with Japan was $5.6 billion.

The surge in imports from Canada was due primarily to large increases in truck production at the Big 3's Canadian plants from January through March. The Big 3 built nearly 95,000 more light trucks there than they did during the same period last year. Canadian car production during the period fell by about 13,000 units.

The $3.6 billion quarterly trade deficit with Canada compared with a $1.8 billion deficit in the year-ago period. The $5.6 billion deficit with Japan compared with $5.9 billion a year earlier.

The widened Canadian trade gap is not likely to create the commotion caused by the U.S.-Japan imbalance. U.S.-Canadian automotive trade traditionally has been relatively balanced, with the United States maintaining a surplus in auto parts exports to Canada. Moreover, most of the vehicles imported from Canada are made in Big 3 factories, and the two countries have a free-trade pact.

The United States' net deficit with Japan is substantially larger than that with Canada because the United States exports relatively few vehicles to Japan every year but sends more than 1 million into Canada.

But the situation does challenge U.S. trade critics who single out Japan for its export volume. Japan has been the leading vehicle exporter to the United States since the late 1970s, but for the first quarter, Canada was just $600 million behind.

Japan exported $5.7 billion in cars and trucks to the United States, a decline of 5.4 percent, while Canada shipped $5.1 billion in vehicles.

Britain supports recycling plan

LONDON — The British government's Department of Trade and Industry plans to provide $524,000 to support an automotive plastics recycling project.

The grant, to a consortium including ICI Chemicals and Polymers Ltd., Enimont S.p.A., ICI Europe Ltd. and Fiat Auto S.p.A., will assist work on recycling waste plastics from car manufacture and and on redesign of components for easier recycling.

The project has various phases: study of feasibility of reusing plastics from existing production and, and pilot projects leading toward full industrial application.

— *Crain News Service*

VIEW

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U.S. CAR AND LIGHT-TRUCK SALES, JUNE — 1992 vs. 1991 (ranked by car and light-truck total sales)

Make	Car Sales 1992	Car Sales 1991	1992 Share	1991 Share	Truck Sales 1992	Truck Sales 1991	1992 Share	1991 Share	Car & Truck Totals 1992	Car & Truck Totals 1991	% Share of Total Car & Truck Market 1992	% Share of Total Car & Truck Market 1991	Changes Share (Points)	Changes Sales (Percent)
Ford	119,969	93,810	14.5	12.2	138,465	110,376	30.6	28.5	258,434	204,186	20.2	17.6	2.6	26.6
Chevrolet/Geo†	114,657	127,624	13.9	16.5	117,295	101,641	25.9	26.2	231,952	229,265	18.2	19.8	-1.6	1.2
Dodge	26,222	30,971	3.2	4.0	55,107	45,065	12.2	11.6	81,329	76,036	6.4	6.6	-0.2	7.0
Toyota	55,341	56,193	6.7	7.3	20,835	21,634	4.6	5.6	76,176	77,827	6.0	6.7	-0.8	-2.1
Honda	64,396	67,569	7.8	8.8	—	—	—	—	64,396	67,569	5.0	5.8	-0.8	-4.7
Pontiac	52,848	49,360	6.4	6.4	3,383	2,484	0.7	0.6	56,231	51,844	4.4	4.5	-0.1	8.5
Nissan	41,192	34,340	5.0	4.4	13,518	13,954	3.0	3.6	54,710	48,294	4.3	4.2	0.1	13.3
Buick	50,616	50,210	6.1	6.5	—	—	—	—	50,616	50,210	4.0	4.3	-0.4	0.8
Oldsmobile	45,530	40,482	5.5	5.2	2,661	3,150	0.6	0.8	48,191	43,632	3.8	3.8	0.0	10.4
Mercury	40,721	36,336	4.9	4.7	—	—	—	—	40,721	36,336	3.2	3.1	0.1	12.1
Plymouth	15,796	17,602	1.9	2.3	21,343	17,104	4.7	4.4	37,139	34,706	2.9	3.0	-0.1	7.0
GMC	—	—	—	—	32,377	27,097	7.1	7.0	32,377	27,097	2.5	2.3	0.2	19.5
Mazda	22,323	16,093	2.7	2.1	8,668	12,158	1.9	3.1	30,991	28,251	2.4	2.4	0.0	9.7
Jeep	—	—	—	—	23,406	17,109	5.2	4.4	23,406	17,109	1.8	1.5	0.4	36.8
Mitsubishi	19,808	15,141	2.4	2.0	1,965	2,078	0.4	0.5	21,773	17,219	1.7	1.5	0.2	26.4
Saturn	21,038	6,666	2.6	0.9	—	—	—	—	21,038	6,666	1.6	0.6	1.1	215.6
Cadillac	18,758	16,497	2.3	2.1	—	—	—	—	18,758	16,497	1.5	1.4	0.0	13.7
Chrysler	12,773	11,130	1.5	1.4	1,987	346	0.4	0.1	14,760	11,476	1.2	1.0	0.2	28.6
Lincoln	12,960	16,247	1.6	2.1	—	—	—	—	12,960	16,247	1.0	1.4	-0.4	-20.2
Acura	12,891	13,800	1.6	1.8	—	—	—	—	12,891	13,800	1.0	1.2	-0.2	-6.6
Subaru	11,364	11,013	1.4	1.4	—	—	—	—	11,364	11,013	0.9	1.0	-0.1	3.2
Hyundai	10,804	10,322	1.3	1.3	—	—	—	—	10,804	10,322	0.8	0.9	0.0	4.7
Isuzu	877	2,333	0.1	0.3	9,791	10,783	2.2	2.8	10,668	13,116	0.8	1.1	-0.3	-18.7
Volvo	8,968	7,013	1.1	0.9	—	—	—	—	8,968	7,013	0.7	0.6	0.1	27.9
VW	7,941	8,759	1.0	1.1	40	581	0.0	0.1	7,981	9,340	0.6	0.8	-0.2	-14.6
Mercedes	7,123	4,806	0.9	0.6	—	—	—	—	7,123	4,806	0.6	0.4	0.1	48.2
BMW	6,623	4,006	0.8	0.5	—	—	—	—	6,623	4,006	0.5	0.3	0.2	65.3
Lexus	6,260	6,547	0.8	0.8	—	—	—	—	6,260	6,547	0.5	0.6	-0.1	-4.4
Eagle	4,967	5,913	0.6	0.8	—	—	—	—	4,967	5,913	0.4	0.5	-0.1	-16.0
Infiniti	4,287	4,188	0.5	0.5	—	—	—	—	4,287	4,188	0.3	0.4	0.0	2.4
Saab	4,026	1,549	0.5	0.2	—	—	—	—	4,026	1,549	0.3	0.1	0.2	159.9
Suzuki	517	397	0.1	0.1	1,666	1,295	0.4	0.3	2,183	1,692	0.2	0.1	0.0	29.0
Audi	947	1,335	0.1	0.2	—	—	—	—	947	1,335	0.1	0.1	0.0	-29.1
Jaguar	924	891	0.1	0.1	—	—	—	—	924	891	0.1	0.1	0.0	3.7
Daihatsu	447	739	0.1	0.1	164	298	0.0	0.1	611	1,037	0.0	0.1	0.0	-41.1
Porsche	428	407	0.1	0.1	—	—	—	—	428	407	0.0	0.0	0.0	5.2
Range Rover	—	—	—	—	330	191	0.1	0.0	330	191	0.0	0.0	0.0	72.8
Alfa Romeo	272	402	0.0	0.1	—	—	—	—	272	402	0.0	0.0	0.0	-32.3
Peugeot	37	343	0.0	0.0	—	—	—	—	37	343	0.0	0.0	0.0	-89.2
Sterling	0	286	0.0	0.0	—	—	—	—	0	286	0.0	0.0	0.0	-100.0
Yugo	0	228	0.0	0.0	—	—	—	—	0	228	0.0	0.0	0.0	-100.0
Other*	167	167	0.0	0.0	—	—	—	—	167	167	0.0	0.0	0.0	0.0
TOTAL	**824,818**	**771,715**	**100.0**	**100.0**	**453,001**	**387,344**	**100.0**	**100.0**	**1,277,819**	**1,159,059**	**100.0**	**100.0**	**0.0**	**10.2**
TOTAL BIG 3	**536,855**	**502,848**	**65.1**	**65.2**	**396,024**	**324,372**	**87.4**	**83.7**	**932,879**	**827,220**	**73.0**	**71.4**	**1.6**	**12.8**
TOTAL JAPAN	**239,703**	**228,353**	**29.1**	**29.6**	**56,607**	**62,200**	**12.5**	**16.1**	**296,310**	**290,553**	**23.2**	**25.1**	**-1.9**	**2.0**
TOTAL EUROPE	**37,456**	**30,192**	**4.5**	**3.9**	**370**	**772**	**0.1**	**0.2**	**37,826**	**30,964**	**3.0**	**2.7**	**0.3**	**22.2**
GM	303,447	290,839	36.8	37.7	155,716	134,372	34.4	34.7	459,163	425,211	35.9	36.7	-0.8	8.0
Ford	173,650	146,393	21.1	19.0	138,465	110,376	30.6	28.5	312,115	256,769	24.4	22.2	2.3	21.6
Chrysler	59,758	65,616	7.2	8.5	101,843	79,624	22.5	20.6	161,601	145,240	12.6	12.5	0.1	11.3
Toyota/Lexus	61,601	62,740	7.5	8.1	20,835	21,634	4.6	5.6	82,436	84,374	6.5	7.3	-0.8	-2.3
Honda/Acura	77,287	81,369	9.4	10.5	—	—	—	—	77,287	81,369	6.0	7.0	-1.0	-5.0
Nissan/Infiniti	45,479	38,528	5.5	5.0	13,518	13,954	3.0	3.6	58,997	52,482	4.6	4.5	0.1	12.4
VW/Audi	8,888	10,094	1.1	1.3	40	581	0.0	0.1	8,928	10,675	0.7	0.9	-0.2	-16.4
†Geo	*26,773*	*27,509*	*3.2*	*3.6*	*4,127*	*3,540*	*0.9*	*0.9*	*30,900*	*31,049*	*2.4*	*2.7*	*-0.3*	*-0.5*
*Made by Japan***	*283,399*	*277,770*	*34.4*	*36.0*	*60,313*	*65,209*	*13.3*	*16.8*	*343,712*	*342,979*	*26.9*	*29.6*	*-2.7*	*0.2*

*Includes 1992 estimated sales of 80-Ferrari, 22-Rolls/Bentley, 27-Lotus, 20-Maserati, 13-Lamborghini, and 5-Aston Martin.

**Includes vehicles sold by Big 3 but made in plants managed by Japanese companies; excludes vehicles sold by Japanese but made in Big 3 plants.

U.S. CAR AND LIGHT-TRUCK SALES, 6 MONTHS — 1992 vs. 1991

Make	Car Sales 1992	Car Sales 1991	1992 Share	1991 Share	Truck Sales 1992	Truck Sales 1991	1992 Share	1991 Share	Car & Truck Totals 1992	Car & Truck Totals 1991	% Share of Total Car & Truck Market 1992	% Share of Total Car & Truck Market 1991	Changes Share (Points)	Changes Sales (Percent)
Ford	601,328	541,336	14.3	13.1	692,925	588,239	30.3	28.8	1,294,253	1,129,575	19.9	17.4	2.5	14.6
Chevrolet/Geo†	547,526	615,405	13.0	14.9	560,937	536,374	24.5	26.3	1,108,463	1,151,779	17.1	17.7	-0.7	-3.8
Toyota	335,495	323,160	8.0	7.8	125,051	126,556	5.5	6.2	460,546	449,716	7.1	6.9	0.2	2.4
Dodge	139,454	170,884	3.3	4.1	288,035	233,930	12.6	11.5	427,489	404,814	6.6	6.2	0.3	5.6
Honda	312,797	327,553	7.4	7.9	—	—	—	—	312,797	327,553	4.8	5.0	-0.2	-4.5
Pontiac	287,632	263,114	6.8	6.4	16,515	11,035	0.7	0.5	304,147	274,149	4.7	4.2	0.5	10.9
Buick	266,962	274,455	6.3	6.6	—	—	—	—	266,962	274,455	4.1	4.2	-0.1	-2.7
Nissan	180,676	178,331	4.3	4.3	76,674	80,591	3.4	3.9	257,350	258,922	4.0	4.0	0.0	-0.6
Oldsmobile	222,223	210,602	5.3	5.1	15,386	13,988	0.7	0.7	237,609	224,590	3.7	3.5	0.2	5.8
Mercury	199,773	192,076	4.8	4.6	—	—	—	—	199,773	192,076	3.1	3.0	0.1	4.0
Plymouth	92,113	97,037	2.2	2.3	105,961	86,005	4.6	4.2	198,074	183,042	3.1	2.8	0.2	8.2
Mazda	131,594	123,357	3.1	3.0	44,834	58,241	2.0	2.9	176,428	181,598	2.7	2.8	-0.1	-2.8
GMC	—	—	—	—	162,486	139,882	7.1	6.9	162,486	139,882	2.5	2.2	0.3	16.2
Jeep	—	—	—	—	121,856	84,128	5.3	4.1	121,856	84,128	1.9	1.3	0.6	44.8
Cadillac	112,053	104,946	2.7	2.5	—	—	—	—	112,053	104,946	1.7	1.6	0.1	6.8
Saturn	95,410	25,320	2.3	0.6	—	—	—	—	95,410	25,320	1.5	0.4	1.1	276.8
Mitsubishi	79,573	83,768	1.9	2.0	10,387	14,541	0.5	0.7	89,960	98,309	1.4	1.5	-0.1	-8.5
Lincoln	78,270	96,317	1.9	2.3	—	—	—	—	78,270	96,317	1.2	1.5	-0.3	-18.7
Chrysler	68,933	64,476	1.6	1.6	7,880	1,926	0.3	0.1	76,813	66,402	1.2	1.0	0.2	15.7
Acura	64,293	71,567	1.5	1.7	—	—	—	—	64,293	71,567	1.0	1.1	-0.1	-10.2
Hyundai	55,062	57,090	1.3	1.4	—	—	—	—	55,062	57,090	0.8	0.9	0.0	-3.6
Subaru	52,599	55,158	1.3	1.3	—	—	—	—	52,599	55,158	0.8	0.8	0.0	-4.6
Isuzu	5,523	7,381	0.1	0.2	43,402	50,526	1.9	2.5	48,925	57,907	0.8	0.9	-0.1	-15.5
Lexus	43,769	28,298	1.0	0.7	—	—	—	—	43,769	28,298	0.7	0.4	0.2	54.7
VW	40,444	49,400	1.0	1.2	546	2,928	0.0	0.1	40,990	52,328	0.6	0.8	-0.2	-21.7
Volvo	38,715	39,257	0.9	0.9	—	—	—	—	38,715	39,257	0.6	0.6	0.0	-1.4
Mercedes	34,977	28,419	0.8	0.7	—	—	—	—	34,977	28,419	0.5	0.4	0.1	23.1
BMW	31,309	23,939	0.7	0.6	—	—	—	—	31,309	23,939	0.5	0.4	0.1	30.8
Eagle	27,469	29,473	0.7	0.7	—	—	—	—	27,469	29,473	0.4	0.5	0.0	-6.8
Infiniti	20,133	15,589	0.5	0.4	—	—	—	—	20,133	15,589	0.3	0.2	0.1	29.1
Saab	13,791	13,903	0.3	0.3	—	—	—	—	13,791	13,903	0.2	0.2	0.0	-0.8
Suzuki	3,060	2,561	0.1	0.1	8,984	8,884	0.4	0.4	12,044	11,445	0.2	0.2	0.0	5.2
Audi	6,777	6,244	0.2	0.2	—	—	—	—	6,777	6,244	0.1	0.1	0.0	8.5
Daihatsu	4,274	3,222	0.1	0.1	2,096	1,651	0.1	0.1	6,370	4,873	0.1	0.1	0.0	30.7
Jaguar	4,809	4,342	0.1	0.1	—	—	—	—	4,809	4,342	0.1	0.1	0.0	10.8
Porsche	2,214	2,427	0.1	0.1	—	—	—	—	2,214	2,427	0.0	0.0	0.0	-8.8
Alfa Romeo	1,795	2,082	0.0	0.1	—	—	—	—	1,795	2,082	0.0	0.0	0.0	-13.8
Range Rover	—	—	—	—	1,687	1,399	0.1	0.1	1,687	1,399	0.0	0.0	0.0	20.6
Yugo	1,412	1,229	0.0	0.0	—	—	—	—	1,412	1,229	0.0	0.0	0.0	14.9
Peugeot	315	2,102	0.0	0.1	—	—	—	—	315	2,102	0.0	0.0	0.0	-85.0
Sterling	0	1,439	0.0	0.0	—	—	—	—	0	1,439	0.0	0.0	0.0	-100.0
Other*	1,002	1,002	0.0	0.0	—	—	—	—	1,002	1,002	0.0	0.0	0.0	0.0
TOTAL	**4,205,554**	**4,138,261**	**100.0**	**100.0**	**2,285,642**	**2,040,824**	**100.0**	**100.0**	**6,491,196**	**6,179,085**	**100.0**	**100.0**	**0.0**	**5.1**
TOTAL BIG 3	**2,739,146**	**2,685,441**	**65.1**	**64.9**	**1,971,981**	**1,695,507**	**86.3**	**83.1**	**4,711,127**	**4,380,948**	**72.6**	**70.9**	**1.7**	**7.5**
TOTAL JAPAN	**1,233,786**	**1,219,945**	**29.3**	**29.5**	**311,428**	**340,990**	**13.6**	**16.7**	**1,545,214**	**1,560,935**	**23.8**	**25.3**	**-1.5**	**-1.0**
TOTAL EUROPE	**177,560**	**175,785**	**4.2**	**4.2**	**2,233**	**4,327**	**0.1**	**0.2**	**179,793**	**180,112**	**2.8**	**2.9**	**-0.1**	**-0.2**
GM	1,531,806	1,493,842	36.4	36.1	755,324	701,279	33.0	34.4	2,287,130	2,195,121	35.2	35.5	-0.3	4.2
Ford	879,371	829,729	20.9	20.1	692,925	588,239	30.3	28.8	1,572,296	1,417,968	24.2	22.9	1.3	10.9
Chrysler	327,969	361,870	7.8	8.7	523,732	405,989	22.9	19.9	851,701	767,859	13.1	12.4	0.7	10.9
Toyota/Lexus	379,264	351,458	9.0	8.5	125,051	126,556	5.5	6.2	504,315	478,014	7.8	7.7	0.0	5.5
Honda/Acura	377,090	399,120	9.0	9.6	—	—	—	—	377,090	399,120	5.8	6.5	-0.6	-5.5
Nissan/Infiniti	200,809	193,920	4.8	4.7	76,674	80,591	3.4	3.9	277,483	274,511	4.3	4.4	-0.2	1.1
VW/Audi	47,221	55,644	1.1	1.3	546	2,928	0.0	0.1	47,767	58,572	0.7	0.9	-0.2	-18.4
Geo†	*26,773*	*27,509*	*0.6*	*0.7*	*17,209*	*16,111*	*0.8*	*0.8*	*43,982*	*43,620*	*0.7*	*0.7*	*0.0*	*0.8*
*Made by Japan***	*1,324,766*	*1,327,901*	*31.5*	*32.1*	*310,016*	*338,312*	*13.6*	*16.6*	*1,634,782*	*1,666,213*	*25.2*	*27.0*	*-1.8*	*-1.9*

*Includes 1992 estimated sales of 400-Ferrari, 135-Lotus, 110-Rolls/Bentley, 100-Maserati, 65-Lamborghini, and 25-Aston Martin.

**Includes vehicles sold by the Big 3 but made in plants managed by Japanese companies; excludes vehicles sold by the Japanese but made in Big 3 plants.

SALES

Big 3 reclaim share from Japan

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way through 1991, Ford trailed by 22,204.

Ford's redesigned Taurus, red-hot Explorer and upgraded entry-level Escort with a national one-price program have Chevrolet gasping.

"It's Ford's encompassing devotion to the Escort that has been its success," said Jim Wangers, owner of Automotive Marketing Consultants Inc. in Warren, Mich.

"Ever since Chevy killed the Chevette and stepped away from the true low-end market, Chevy has compromised the whole name of what Chevy means."

Every Ford car line but Probe and Festiva was up in sales through the first half of the year.

Chevrolet's car results were dismal. Through June 30, the Lumina was the only high-volume car even close to breaking even with last year, down 1.6 percent.

Chevrolet trucks fared better. The redesigned Blazer and Suburban did well, while the older S-10 Blazer, S-10 pickup, C/K pickup and Astro had healthy increases.

The only problem for Chevrolet trucks was that Ford's increases — led by F-series, Ranger and Explorer — were bigger.

Through June 30, Ford outsold Chevrolet by 131,988 trucks, more than double its 51,865-unit lead from last year.

In cars, Chevrolet had sold 615,405 units in the first half of 1991, compared with 541,336 for Ford. This year, the number have almost reversed: 601,328 for Ford vs. 547,526 for Chevrolet.

"Our dealers are on a roll," said Ross Roberts, Ford Division general manager.

RENTALS BOOST JUNE

Despite a 10.2 percent increase in June sales, analysts cautioned that sales to daily rental fleets played a big role. Fleets stocked up for a summer travel boom spurred by airline price wars.

Those June fleet sales might depress car sales somewhat in late July and early August, but the fall-off won't be drastic, said Joel Pitcoff, Ford Motor Co.'s research and analysis manager.

"In the truck market, on the other hand, there aren't any daily rentals in there, and we haven't seen a seasonal rate for trucks like that since July 1990," he said.

The seasonal rate for light trucks was 5.0 million, according to *Automotive News*. The Big 3 posted solid market share gains at the expense of the Japanese.

The Big 3 had 87.4 percent of the light-truck market in June, 3.7 points higher than in the year-ago month. After six months, Big 3 truck share was up 3.2 points to 86.3 percent. Its car share was about the same. Overall, Big 3 car and truck sales rose 7.5 percent.

Light trucks accounted for 35.2 percent of the light-vehicle market year-to-date, up from 33.0 percent.

CHRYSLER

Chrysler Corp.'s new LH sedans due this fall won't arrive any too soon. The automaker's passenger car sales were down 9.4 percent for the six months. The only real success stories were the low-margin Sundance/Shadow duo and the Mexican-built Chrysler LeBaron four-door sedan.

But Chrysler's truck sales — spurred by minivan incentives and strong sales of the new Grand

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Cherokee and existing Cherokee — tracked well ahead of year-ago levels. Chrysler sold 246,838 minivans through June, up 24 percent.

Overall Chrysler sales rose 10.9 percent from 1991 levels.

FORD

Ford Division's gains helped offset sluggish Lincoln sales as Ford Motor Co. reported a 10.9 percent sales increase for the half-year.

The national one-price Escort program and regional programs, offering loaded Tempos and Thunderbirds at cut-rate prices, kept sales of those models brisk. The Crown Victoria got a boost from recently introduced police vehicles. The F-series truck continues as the best-selling vehicle in the United States.

Results were mixed at Mercury, with the Topaz and Sable up and the Cougar and Grand Marquis down. All three Lincolns lost sales.

GENERAL MOTORS

For the first six months of the year, GM sold nearly 2.29 million vehicles, up 4.2 percent. Though trucks were up 7.7 percent and cars gained 2.5 percent, overall marked share dropped 0.3 points to 35.2 percent.

Still, GM had much to cheer about. GMC Truck, Pontiac, Cadillac, Oldsmobile and Saturn all had healthy sales gains in the first half. They more than offset declines at Chevrolet and Buick.

Saturn reached the 20,000 sales mark for the first time in its history in June. For the six months, Saturn sold 95,410 cars, 70,000 more than in the year-ago period.

EUROPEANS

Mercedes-Benz and BMW have rebounded from a terrible first half last year, armed with new products and money for special lease deals.

But overall, European imports were down 0.2 percent.

BMW, which added its new, entry-level 3 series after the first half of 1991, saw its sales jump 30.8 percent through June. Mercedes-Benz introduced its new, high-end S class last fall and cut-rate leases this spring. Its sales climbed 23.1 percent in the first half.

But car sales for the European volume leader, Volkswagen United States Inc., slipped 18.4 percent for six months. Yugo, Sterling and Peugeot all dropped out of the U.S. market since last June 30.

ASIANS

Only four Asian makes — Lexus, Infiniti, Suzuki and Daihatsu — outperformed the U.S. market's 5.1 percent gain through June.

Lexus and Infiniti climbed on the strength of new products, and Suzuki was helped by its Sidekick. For Daihatsu, the gain is bittersweet. It announced in February that it is quitting the U.S. market this year.

As a group, Japanese sales were down 1.0 percent, and their market share dropped to 23.8 percent. The other Asian player, Korean importer Hyundai, held its sales slide to 3.6 percent.

Competition between the two Japanese leaders, Toyota Motor Sales U.S.A. Inc. and American Honda Motor Co., continues to heat up. Toyota's Lexus Division is rapidly gaining ground on Honda's Acura Division. Acura leads Lexus by just 20,524 units this year, down from 43,269 halfway through 1991.

The Toyota Camry also is gunning at the Accord. Last year's lead of 88,078 has been cut to 53,776 units. The Accord is also just hanging onto its spot as industry sales leader, a mere 10,493 units ahead of the Ford Taurus.

The jury is still out on whether the "new Mazda" will be a bigger Mazda. While the company was down 2.8 percent for the first six months, much of its new product is just getting to dealerships.

Staff Reporter Kristine Stiven Breese in Los Angeles contributed to this report.

TOP TEN VEHICLE SELLERS, JUNE 1992

	Sales
1. Ford F-series pickup	47,758
2. Chevrolet C/K pickup	43,619
3. Honda Accord	39,894
4. Ford Taurus	36,015
5. Ford Explorer	28,296
6. Ford Ranger	26,651
7. Chevrolet Lumina	26,134
8. Dodge Caravan	25,239
9. Ford Escort	23,384
10. Ford Tempo	23,199

Source: Automotive News Data Center

LIGHT-TRUCK SALES, JUNE & YTD

	June 1992	June 1991	6 Mos., 1992	6 Mos., 1991
Town & Country	1,987	346	7,880	1,926
Total Chrysler	**1,987**	**346**	**7,880**	**1,926**
Vans	6,019	4,599	29,304	24,346
Ram Wagon	2,108	2,073	12,462	10,488
Caravan	25,239	21,225	128,415	105,163
Caravan C/V	1,021	1,215	4,582	5,864
Ram 50**	405	375	2,407	2,274
Ramcharger	386	547	2,171	3,236
Dakota	12,972	7,832	65,486	40,316
Pickups	6,957	7,199	43,208	42,243
Total Dodge	**55,107**	**45,065**	**288,035**	**233,930**
Voyager	21,343	17,104	105,961	86,005
Total Plymouth	**21,343**	**17,104**	**105,961**	**86,005**
Wrangler	5,392	5,431	28,933	23,390
Cherokee	10,459	10,621	69,683	55,191
Grand Cherokee†	7,252	442	20,994	2,050
Comanche	303	615	2,246	3,497
Total Jeep	**23,406**	**17,109**	**121,856**	**84,128**
CHRYSLER CORP.	**101,843**	**79,624**	**523,732**	**405,989**
Vans	11,436	9,515	60,657	50,737
Aerostar	18,191	15,495	88,240	75,562
Club Wagon	3,785	2,421	18,425	11,381
Ranger	26,651	22,398	136,956	122,972
Bronco	2,348	2,420	12,606	13,144
Explorer	28,296	23,321	151,973	122,579
Pickups	47,758	34,806	224,068	191,864
FORD MOTOR CO.	**138,465**	**110,376**	**692,925**	**588,239**
Vans	8,903	8,452	42,274	39,974
Sportsvan	1,009	1,152	4,382	5,220
Geo Tracker (domestic)	4,127	3,537	17,209	16,096
Geo Tracker (import)	0	3	0	15
Astro	13,564	12,559	62,928	59,275
Lumina APV	4,794	5,357	24,677	25,229
S10	18,864	19,426	95,593	105,608
S10 Blazer	15,322	10,415	67,736	59,933
Blazer	1,861	936	8,404	5,582
Suburban	5,232	4,299	22,571	19,840
Pickups	43,619	35,505	215,163	199,602
Total Chevrolet	**117,295**	**101,641**	**560,937**	**536,374**
Vans	3,258	3,540	16,873	15,946
Safari	4,436	3,827	20,899	17,030
S1/Sonoma	4,251	4,161	24,296	22,593
S15 Jimmy	3,946	2,419	17,708	14,402
Jimmy	496	269	2,389	1,458
Suburban	2,124	1,787	9,069	7,950
Pickups	13,527	10,654	69,173	58,681
P Model	213	300	895	1,157
W4	126	140	1,184	665
Total GMC	**32,377**	**27,097**	**162,486**	**139,882**
Silhouette	1,684	2,174	8,525	9,011
Bravada	977	976	6,861	4,977
Total Oldsmobile	**2,661**	**3,150**	**15,386**	**13,988**
Trans Sport	3,383	2,484	16,515	11,035
Total Pontiac	**3,383**	**2,484**	**16,515**	**11,035**
GENERAL MOTORS	**155,716**	**134,372**	**755,324**	**701,279**
DAIHATSU Rocky	**164**	**298**	**2,096**	**1,651**
Pickup (domestic)	3,218	3,307	8,875	9,449
Pickup (import)	748	1,602	6,339	12,046
Amigo	928	737	4,217	4,004
Trooper	1,352	2,362	4,901	11,863
Rodeo (domestic)	3,545	2,775	19,070	13,164
ISUZU	**9,791**	**10,783**	**43,402**	**50,526**
Pickup	4,527	5,931	24,515	26,958
MPV	3,315	5,321	16,500	26,331
Navajo (domestic)	826	906	3,819	4,952
MAZDA	**8,668**	**12,158**	**44,834**	**58,241**
Pickup	1,456	1,258	7,016	9,429
Montero	509	817	3,369	5,055
Van	0	3	2	57
MITSUBISHI	**1,965**	**2,078**	**10,387**	**14,541**
Pickup (domestic)	10,886	10,841	60,807	61,728
Pathfinder	2,469	3,094	14,279	17,769
Axxess	0	18	0	304
Van	0	1	0	5
Hawaii	163	0	1,588	785
NISSAN	**13,518**	**13,954**	**76,674**	**80,591**
RANGE ROVER	**330**	**191**	**1,687**	**1,399**
Samurai	335	407	1,798	2,644
Sidekick (domestic)	389	351	2,762	1,832
Sidekick (import)	942	537	4,424	4,408
SUZUKI	**1,666**	**1,295**	**8,984**	**8,884**
Pickup (domestic)	5,159	0	17,912	0
Pickup (import)	8,386	12,779	63,680	75,726
Previa	3,681	4,604	22,312	26,487
4Runner	3,100	3,614	17,613	20,331
Land Cruiser	509	637	3,534	4,012
TOYOTA	**20,835**	**21,634**	**125,051**	**126,556**
VOLKSWAGEN Vanagon	**40**	**581**	**546**	**2,928**
DOMESTIC TOTAL	**419,642**	**342,174**	**2,082,819**	**1,784,343**
IMPORT TOTAL	**33,359**	**45,170**	**202,823**	**256,481**
INDUSTRY TOTAL	**453,001**	**387,344**	**2,285,642**	**2,040,824**

† 1991 figures include Jeep Grand Wagoneer

Sales charts compiled by Karen Detkowski

Source: Automotive News Data Center

DOMESTIC CAR SALES, JUNE & YTD

	June 1992	June 1991	6 Mos., 1992	6 Mos., 1991
Summit	685	686	3,220	3,515
Talon	3,003	2,905	15,519	16,008
Premier	127	1,474	1,937	5,839
Total Eagle	**3,815**	**5,065**	**20,676**	**25,362**
Horizon	0	31	0	383
Laser	2,415	2,931	13,086	14,923
Sundance	6,845	4,540	34,205	21,706
Acclaim*	4,903	8,495	36,010	52,331
Total Plymouth	**14,163**	**15,997**	**83,301**	**89,343**
LeBaron A*	1,878	1,711	15,895	9,139
LeBaron J	5,628	3,610	23,124	22,250
Fifth Avenue	3,620	3,537	18,170	19,771
Imperial	522	1,014	3,362	5,404
New Yorker	1,125	1,183	8,382	7,159
Total Chrysler	**12,773**	**11,055**	**68,933**	**63,723**
Omni	0	35	0	413
Shadow*	10,178	7,476	44,992	37,154
Monaco	56	1,809	716	3,910
Daytona	1,053	1,294	6,616	7,867
Spirit*	4,652	7,420	30,526	44,566
Dynasty	7,562	9,252	41,165	57,865
Viper	3	0	3	0
Total Dodge	**23,504**	**27,286**	**124,018**	**151,775**
CHRYSLER CORP.	**54,255**	**59,403**	**296,928**	**330,203**
Escort*	23,384	20,288	124,212	116,810
Mustang	9,739	8,135	45,969	39,162
Tempo	23,199	13,752	115,370	93,500
Taurus	36,015	27,634	181,189	155,952
Thunderbird	8,532	5,480	41,601	38,290
Probe	5,317	9,173	28,114	41,843
Crown Victoria	10,648	6,374	46,919	36,599
Total Ford Div.	**116,834**	**90,836**	**583,374**	**522,156**
Topaz	9,176	5,624	38,785	30,472
Sable	11,741	11,613	58,969	51,497
Cougar	5,023	5,040	26,038	28,726
Grand Marquis	10,090	8,809	48,024	49,319
Total Mercury	**36,030**	**31,086**	**171,816**	**160,014**
Continental	2,825	4,306	17,328	27,474
Town Car	9,773	11,081	58,203	64,053
Mark VII	362	860	2,739	4,790
Total Lincoln	**12,960**	**16,247**	**78,270**	**96,317**
Total L-M Div.	**48,990**	**47,333**	**250,086**	**256,331**
FORD MOTOR CO.	**165,824**	**138,169**	**833,460**	**778,487**
Roadmaster	4,981	5,523	23,102	13,765
Skylark	7,099	3,918	33,327	43,657
Century*	10,998	13,284	60,403	62,214
Regal	11,561	11,018	46,953	55,131
LeSabre	10,151	6,233	67,943	48,797
Reatta	0	215	95	1,429
Park Avenue	4,730	8,888	29,156	41,687
Riviera	1,096	1,131	5,983	7,775
Total Buick	**50,616**	**50,210**	**266,962**	**274,455**
Allante	208	322	1,106	1,496
Seville	2,666	2,027	18,188	17,136
DeVille	13,235	11,480	74,684	66,929
Brougham	597	1,574	5,688	11,118
Eldorado	2,052	1,094	12,387	8,267
Total Cadillac	**18,758**	**16,497**	**112,053**	**104,946**
Geo Metro	8,905	5,162	46,935	33,409
Geo Prizm	8,897	11,617	38,365	42,486
Cavalier	21,196	25,701	116,453	151,171
Camaro	6,870	5,289	34,121	25,410
Celebrity	0	30	1	611
Corsica-Beretta	18,473	28,802	92,045	119,800
Lumina	26,134	26,333	114,327	116,134
Caprice	13,320	12,262	53,803	68,924
Corvette	1,891	1,698	10,132	9,227
Total Chevrolet	**105,686**	**116,894**	**506,182**	**567,172**
Calais	115	2,382	3,401	33,576
Achieva	7,519	0	39,419	0
Cutlass Ciera	15,245	19,644	66,895	64,915
Cutlass Supreme	9,446	9,123	47,653	47,280
Eighty Eight	6,368	3,291	38,667	29,972
Custom Cruiser Wgn.	429	699	2,614	4,034
Ninety Eight	5,924	4,845	20,975	26,320
Toronado	484	498	2,598	4,505
Total Oldsmobile	**45,530**	**40,482**	**222,223**	**210,602**
Sunbird	7,076	9,140	39,342	48,866
Firebird	2,457	2,436	12,247	11,368
Grand Am	21,969	13,223	120,059	90,836
Pontiac 6000	0	5,333	708	18,096
Grand Prix	11,152	11,534	56,908	50,930
Bonneville	8,726	4,131	49,294	25,450
Total Pontiac	**51,380**	**45,797**	**278,558**	**245,546**
Total Saturn	**21,038**	**6,666**	**95,410**	**25,320**
GENERAL MOTORS	**293,008**	**276,546**	**1,481,388**	**1,428,041**
Civic	14,435	15,816	70,014	67,739
Accord	34,675	39,423	158,306	169,858
HONDA	**49,110**	**55,239**	**228,320**	**237,597**
MX-6	2,962	1,518	12,553	16,079
626	4,203	3,174	25,339	32,656
MAZDA	**7,165**	**4,692**	**37,892**	**48,735**
Eclipse	5,193	4,985	31,140	28,136
Mirage	3,480	1,918	7,212	9,813
MITSUBISHI	**8,673**	**6,903**	**38,352**	**37,949**
NISSAN Sentra	**13,055**	**9,947**	**57,705**	**61,022**
Corolla	14,322	11,448	68,874	57,780
Camry	18,462	18,811	103,231	92,889
TOYOTA	**32,784**	**30,259**	**172,105**	**150,669**
SUBARU Legacy	**5,647**	**6,416**	**27,526**	**24,159**
SUZUKI Swift	**3**	**57**	**109**	**365**
DOMESTIC TOTAL	**629,524**	**587,631**	**3,173,785**	**3,097,227**
IMPORT TOTAL	**195,294**	**184,084**	**1,031,769**	**1,041,034**
INDUSTRY TOTAL	**824,818**	**771,715**	**4,205,554**	**4,138,261**

*Includes units produced in Mexico.

Source: Automotive News Data Center

TOYODA

Tatsuro to succeed Shoichiro at Toyota

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helm. But the company seems caught in both a family and a generational squeeze, with no clear succession in sight.

OTHER CANDIDATES

After Tatsuro, the next likely candidates include Hiroshi Okuda and Iwao Isomura, both 60 years old.

But both are senior managing directors and would need to be named vice presidents before any further promotion.

The next generation in the Toyoda family includes one son of Shoichiro and three sons of Eiji.

Eiji's eldest son, 50-year-old Kanshiro Toyoda, is vice president of Aishin Seiki, a parts maker in the Toyota group. He is far too young to have a shot at the presidency in this round.

Despite the shortage of other qualified managers, Tatsuro has not been the most popular candidate for the job.

Among company and industry executives here, he has a "softer" image than his brother and uncle, and has not been as close to the business.

Indeed, Eiji and Shoichiro have run Toyota as a close-knit, two-man team for much of last decade, giving rise to the widespread perception that the company had become increasingly insular and provincial in its decision making.

But Nobuyoshi Yoshida, president of the Automotive Business Practice Institute, a private research company, lauded the younger Toyoda's qualifications for the job.

"He is a very serious and gentle man," Yoshida said. "He has a good command of English and is a very internationalized person."

Although he earned a degree in mechanical engineering from the University of Tokyo, Tatsuro — unlike most Toyota presidents — has not worked in the company's engineering sectors. Most of his career has been in marketing and product planning.

Since becoming executive vice president in 1988, he has worked closely on international projects and has overseen production and logistics, quality control activities and public affairs.

Toyoda began studying English as a junior high school student in the middle of World War II — an indication of a rather liberal education. After the war, he took English lessons at home from an American teacher.

He continued his English studies in college and added French and German before putting his language skills to practice overseas. In addition to his extensive American experience, he has been closely associated with Toyota's expansion in the United Kingdom.

In recent years, he has assumed a more public profile in the Japanese business community, serving as vice chairman of the Japan Automobile Manufacturers Association and vice president of Doyukai, the Japan Association of Corporate Executives.

Staff Reporter Lindsay Chappell contributed to this report.

The Prince and the Toyoda girl

According to observers in Japan, one wild-card factor could keep Tatsuro Toyoda out of the presidency: His 28-year-old California-educated daughter, Yukiko, is considered to be a prime candidate in the Imperial Palace's search for a bride for the crown prince, the eldest son of Emperor Akihito.

If Toyoda's daughter agreed to accept the prince's hand, these observers say, he could be obliged to forego the presidency of Toyota. This is because it would be considered highly unseemly for the head of Japan's most powerful corporation to be linked to the emperor through marriage. It is not known if Toyoda, a widely travelled, internationally-oriented executive, subscribes to this thinking.

The emperor's staff has imposed a news blackout on the search for a crown princess until mid-August.

— *Mary Ann Maskery*

Mazda, Isuzu, Mitsubishi offer new incentive plans

ARLENA SAWYERS
Staff Reporter

Consumer and dealer rebates and free roadside assistance are among the incentive programs announced last week.

Mazda Motor of America Inc. announced a new round of consumer rebates that are in effect through Sept. 8. They are $1,200 to $1,400 on selected 1992 cars and $1,000 on the MPV. Rebates on the 1992 Navajo are $750 to $1,000 depending on model and region; 1992 truck rebates are $750 to $1,500 depending on model and region.

Through Sept. 30, **American Isuzu Motors Inc.** offers dealer incentives that vary by region. The Pickup and Rodeo programs allow dealers to choose a fixed per-vehicle amount or a program based on the number of vehicles.

Depending on region and option, 1991 and 1992 Pickup incentives range from $800 to $1,600; 1991 and 1992 Rodeo, $400 to $1,400; 1991 and 1992 cars, $500 to $2,500.

Mitsubishi Motor Sales of America's factory-to-dealer incentive program has been extended through July 31. Incentives range from $500 to $3,000 on selected 1991 and 1992 cars and $1,000 to $1,500 on 1991 and 1992 pickups. Some payments are based on the number of vehicles sold and others are based on factory-set quotas.

Also extended were the two separate incentive programs on 1991 and 1992 Eclipse. One earns dealers seven percent of the sticker price beginning with the second sale, while the other is a special consumer lease plan of $500 down and $149 a month for 60 months on the base Eclipse.

Lincoln-Mercury canceled its owner loyalty program on the 1992 Lincoln and increased national consumer rebates on the cars.

Through Sept. 23, Continental and Town Car incentives are $2,000, up from $1,250; the Mark VII's is $3,000, up from $2,000.

Ford Motor Credit Co. is providing free Ford Auto Club roadside service assistance with every leased car and light-truck.

The benefits include emergency travel expense reimbursement of up to $500 for Ford and Mercury lessees and up to $1,000 for Lincoln lessees.

INCENTIVE WATCH— DEALER INCENTIVES

NEW PROGRAM

ISUZU (expires Sept. 30)

Impluse (1991)	$2,500
Impulse (1992)	$1,500
Stylus (1991 Calif.)	$800-2,000
Stylus (1991)	$800-1,100
Stylus (1992)	$500
*Pickup (1991-'92)	$800-1,600
*Rodeo (1991-'92)	$400-1,400

*Dealer can choose flat payment or one based on number sold.
Dealer has the option to sharing rebate with buyer.

CONTINUING PROGRAMS

AUDI (1991 models, no expiration date)

Audi 100 and 200	$1,500
Audi 90	$1,000

Rebates apply to models purchased by dealer from Audi of America port stocks.

BMW (no expiration date)

750iL (1991)	$10,000

CHEVROLET (1992 models, expires Sept. 23)

Corvette ZR-1 (1992)	$2,000
Other Corvette (1992)	$1,000

LOTUS (1991, no expiration date)

Elan	$5,000
Esprit Turbo	$11,000-15,000

MITSUBISHI (1991-92 models, expires July 31)

Mirage	$500-1,000, quota
Galant	$1,000-1,500, quota
Galant VR-4	$500-3,000, based on number sold
(Galant VR-4 payments are in addition to other Galant rebates.)	
Eclipse	7% of sticker, starts with second sale
Pickup	$1,000-1,500, quota

PEUGEOT (no expiration date)

405	$5,000
505	$6,000

PORSCHE (1991 models, no expiration date. To qualify for the following rebates, dealers had to buy two cars from port stock by Jan. 17.)

911 Carrera 2, 928	$9,500
911 Carrera 4	$13,500
911 Turbo	$14,000

SUBARU (1992 models, expires Aug. 3)

Loyale	$500
Legacy (invoiced before Feb. 4)	$1,000
Legacy (invoiced after Feb. 4)	$1,500

SUZUKI (expires Aug. 3)

Swift (1992)	$400-700
Sidekick (1992)	$700-1,500
Swift (1991)	$700-1,000
Sidekick (1991)	$500-1,000

VOLKSWAGEN (no expiration date)

Passat (1991)	$1,500
Jetta, Fox, Golf (1991)	$500
All 1990 cars	$500-1,500

TOYOTA (expires Aug. 3)

Tercel (1991-92)	0-$300, quota
Corolla (1992)	$700-$1,500, quota
Pickups	$200-1,400, quota

INCENTIVE WATCH — CUSTOMER INCENTIVES

NEW PROGRAMS

CHRYSLER CORP.
(Expires Aug. 31; 1991-92 models unless otherwise indicated; in lieu of rebates, finance rates of 4.9 to 9.9 percent are offered.)

Chrysler Imperial, New Yorker Fifth Avenue	$1,500
LeBaron coupe, (1991-93)	$1,500
Imperial ('93), Fifth Ave. ('93)	$1,250
New Yorker Salon, LeBaron sedan and convertible	$1,000
N.Y. Salon ('93)	$750
Dodge Daytona ('91)	$1,500
Spirit Dynasty	$1,000
Daytona (1992-93)	$1,000
Dynasty ('93)	$750
Shadow	$700
Colt 3-dr.(excludes Calif. and Hawaii)	$700
Dodge Ramcharger	$2,000
Ram pickup (gas, 1991-93)	$1,500
Ram wagon Van/ conversion (1991-93)	$1,000
Dakota, Ram 50	$500
Eagle Talon (awd)	$1,500
Talon (2wd)	$1,000
Summit 4-dr.	$1,000
Summit 3-dr. (except Calif. and Hawaii)	$700
Summit wagon ('92)	$500
Jeep Cherokee	$1,500
Wrangler, Comanche	$500
Cherokee ('93)	$500
Plymouth Laser (awd)	$1,500
Acclaim, Laser (2wd)	$1,000
Sundance	$700
Colt 3-dr. (except Calif. and Hawaii)	$700
Vista	$500
Minivans	
Short wheelbase	$500
Caravan C/V short and long w.b.	$500
Long wheelbase (Calif. and Hawaii only)	$500

FORD MOTOR CO.

1993 models

Expires Sept. 23. In lieu of rebates, 7.9 percent financing is available.

Ford Festiva	$500
Escort (regional)	0-$400
Mercury Capri	$500
Tracer (regional)	0-$400

1992 models

Expires Sept. 23. In lieu of rebates, financing rates of 2.9 to 7.9 percent are offered.

Ford Probe, Thunderbird	$1,500
Festiva, Taurus SHO	$1,000
Other Taurus (regional)	$750-1,000
Mustang (regional)	$500-1,000
Tempo, Crown Victoria	$500
Escort (regional)	$400-1,000
Ford Econoline RV	$1,300
Bronco	$1,000
Ranger (regional)	$750-1,000
Aerostar (regional)	$500-1,000
F series	$300
Lincoln Mark VII	$3,000
Town Car	$2,000
Continental	$2,000
Mercury Cougar	$1,500
Capri (regional)	$1,000-1,500
Sable (regional)	$750-1,500
Tracer (regional)	$400-1,000
Grand Marquis	$750
Topaz	$500
Crown Victoria; Grand Marquis for owners of Ford Motor Co. products)	$1,000

GENERAL MOTORS

1992 models

Expires Sept. 23 unless otherwise noted. In lieu of rebates, finance rates of 2.9 to 6.9 percent are offered. Some rebates vary by regions.

Buick Century, LeSabre	$250-1,000
Skylark	$500-1,250
Regal	$750-1,500
Roadmaster, Park Avenue	$1,000
Riviera	$2,000

Rebates based on option package ordered.

Cadillac (expires June 30) DeVille, Brougham	$1,500
Chevrolet Geo Metro (manual), Camaro, Corsica, Beretta, Caprice	$500
Geo Metro (automatic)	$700
Cavalier	$750
Metro conv.	$1,000
Geo Storm, Geo Prizm, Lumina	$1,500
C/K pickups (until June 30)	$400
C/K pickups (after July 1)	$300
Astro, G-Van	$500
Geo Tracker (2wd), S/T pickup, Lumina APV	$750
Geo Tracker (4wd)	$1,000
G-Van Upfit	$1,300
S/T Blazer	$2,000
GMC Sierra (expires June 30)	$400
G-Van, Safari	$500
Sonoma	$750
Jimmy (exclude Typhoon)	$2,000
Oldsmobile Silhouette, Eighty Eight	$500-1,000
Cutlass Supreme	$500-1,250
Custom Cruiser, Bravada	$500-2,000
Toronado	$500-2,500
Achieva	$750
Cutlass Ciera	$1,000
Ninety Eight	$1,500
Some rebates vary by regions	
Pontiac Sunbird, Grand Am	$500
Grand Prix	$500-750
Bonneville, Firebird, Trans Sport	$750
Rebates vary by geographical areas.	

1991 models

Chevrolet Geo Storm (expires Sept. 23)	$750

MAZDA (1992 models, expires Sept. 8)

Protege, MX-6	$1,400
626	$1,200
MPV	$1,000
Navajo	$750-1,500
Pickups	$750-1,000

Navajo and pickup rebates vary by model and region.

SUBARU (1992 models, expires Aug. 3)

Loyale (fwd sedans)	$500
Loyale (awd wagons)	$500

TRADE

House vote backs protectionists

continued from PAGE 3

when they're worse. The American people want us to fix what is broken," Levin said.

Not all of the Big 3 agree — at least on this measure.

The bill sends a message that Congress won't accept "empty promises" from the Japanese, said Chrysler Corp.

Ford Motor Co. said the bill "will work to improve the U.S. trade deficit" with Japan, now about $43 billion a year, three-quarters of it in automobiles and auto parts.

But General Motors repeated its opposition to import restrictions, which it says can have "unintended consequences."

The bill is opposed by the American International Automobile Dealers Association, the National Automobile Dealers Association and the Association of International Automobile Manufacturers.

Action now shifts to the Senate. Finance Committee Chairman Lloyd Bentsen, D-Texas, has scheduled hearings on the Senate version of the trade bill for late July and early August.

And the House is expected to vote later this month on a tariff bill that includes a provision to reclassify imported minivans and four-door sport-utilities as trucks. That would subject those vehicles to a 25 percent import tariff, instead of the current 2.5 percent.

The Big 3 have lobbied hard for the tariff reclassification.

During the House trade debate, Rep. Philip Crane, R-Ill., called the bill another Detroit-sponsored round of protectionism.

SCHEDULED PLANT CLOSINGS

Plant	Weeks down	Units lost/ week
CHRYSLER		
Sterling Heights, Mich.	7/13	*
Dodge Daytona		
Dodge Shawdow		
Chrylser LeBaron J		
Windsor, Ontario	7/13	*
Dodge Caravan		
Dodge Caravan C/V		
Plymouth Voyager		
Jefferson North (Detroit)	7/13	*
Belvidere, Ill.	7/13, 7/20	*
Chrysler Fifth Avenue		
Chrysler Imperial		
Chrysler New Yorker		
Dodge Dynasty		
Warren, Mich.	7/13, 7/20	*
Dodge full-sized pickup		
Dodge mid-sized pickup		
Pillette Rd. (Windsor, Ontario)	7/13, 7/20	*
Dodge Ram Van		
Dodge Ram Wagon		
FORD		
Edison, N.J.		**
Ford Ranger		
Twin Cities (St. Paul, Minn.)		**
Ford F series		
Ford Ranger		
Oakville, Ont.	7/13	***
St. Thomas, Ontario	7/13, 7/20	***
GENERAL MOTORS		
Lake Orion, Mich.	7/13, 7/20, 7/27	*
Cadillac DeVille		
Oldsmobile Ninety Eight		
NAVISTAR		
Springfield, Ohio	7/13	***
Medium trucks		
Heavy trucks		
Chatham, Ontario	7/13	***
Medium trucks		
Heavy trucks		

*Model changeover
**Plant closed until September for model changeover
***Vacation
Source: Automotive News Data Center

Warren picked to make new Dodge pickup

GWENDOLYN ZONGHETTI
Special Correspondent

Chrysler Corp. will begin production of its redesigned full-sized pickup next summer at the Dodge City plant in Warren, Mich.

To make room for the new truck, code-named T-300, the automaker will transfer part of the production of the Dakota pickup from the Warren Truck Assembly plant to its Toledo, Ohio, facility. Chrysler will use its Toledo Parkway and Stickney plants at the facility for Dakota production.

Dakota production will be moved to Toledo in mid-1993; the specific date has not been determined. The automaker will spend over $100 million to prepare the Ohio complex.

"We are not sure what percentage of production will be moved to Toledo. That will depend on the demand for each different model," said Chris Hosford, Chrysler spokesman.

Chrysler expects the T-300, which will replace the Dodge Ram pickup, to have a big impact on the full-sized truck market. (A photo of the truck is on Page 2.)

The addition of Dakota production was good news for the quivering Jeep plant, which ended Comanche pickup production on May 18. Chrysler said no jobs will be lost at either the Warren or Toledo locations.

Dakota production in Toledo will begin in fall 1993. The facility also assembles the Jeep Cherokee and will start building the 1993 Wrangler on July 22.

U.S. AND CANADA CAR AND TRUCK PRODUCTION

Vehicles are assembled in the United States unless noted. Vehicles are cars unless noted.

	Est. 7/6-7/11/92	Actual 6/29-7/4/92	June Total	Year 1/1-7/11/92	Year 1/1-7/13/91
Concorde (Can.)	0	14	25	14	0
LeBaron J	1,550	1,273	6,770	32,489	18,697
New Yorker	250	262	1,787	9,173	4,758
Fifth Avenue	1,400	1,056	5,575	21,875	20,785
Imperial	5	69	429	2,765	4,596
Town & Country (trk.)	625	540	1,977	8,980	1,846
Total Chrysler Div.	**3,830**	**3,214**	**16,563**	**75,296**	**50,682**
Sundance	0	968	6,717	31,318	26,596
Acclaim	1,600	1,339	7,222	41,995	48,951
Voyager (trk.)	1,925	1,487	10,242	52,655	51,116
Voyager (Can. trk.)	0	2,000	0	69,444	59,075
Total Plymouth	**3,525**	**5,794**	**24,181**	**195,412**	**185,738**
Intrepid (Can.)	290	141	0	431	0
Daytona	0	0	1,548	6,874	4,936
Shadow	0	1,838	12,299	52,213	32,234
Dynasty	2,400	1,926	10,796	47,782	66,539
Spirit	1,650	1,355	7,828	40,693	43,618
Viper	12	4	30	73	0
Monaco (Can.)	0	0	0	0	6,083
Caravan (trk.)	2,360	1,980	13,272	68,517	60,497
Caravan (Can. trk.)	0	2,112	16,128	92,060	79,309
Caravan C/V (trk.)	10	20	550	1,859	2,109
Caravan C/V (Can. trk.)	0	0	716	4,395	11,834
Dakota (trk.)	3,425	2,729	16,515	77,599	44,316
Ram pickup (trk.)	1,100	920	5,454	32,914	44,390
Ram wagon (Can. trk.)	319	358	2,287	13,223	12,695
Ram van (Can. trk.)	1,517	1,249	7,973	37,835	23,067
Total Dodge	**13,083**	**14,632**	**95,396**	**476,468**	**431,627**
Vision (Can.)	380	168	0	548	0
Premier (Can.)	0	0	0	0	5,824
Cherokee (trk.)	1,400	0	7,013	68,361	69,622
Comanche (trk.)	0	0	0	915	2,827
Grand Cherokee (trk.)*	1,850	1,592	11,012	36,635	1,560
Briarwood (trk.)	0	0	0	325	1,451
Wrangler (Can trk.)	0	0	0	29,026	32,630
Total Jeep-Eagle	**3,630**	**1,760**	**18,025**	**135,810**	**113,914**
Total U.S. car	**8,867**	**10,090**	**61,001**	**287,258**	**271,710**
Total Can. car	**670**	**323**	**25**	**993**	**11,907**
Total U.S. truck	**12,695**	**9,258**	**66,035**	**348,760**	**279,734**
Total Can. truck	**1,836**	**5,719**	**27,104**	**245,963**	**218,610**
CHRYSLER CORP.	**24,068**	**25,400**	**154,165**	**882,986**	**781,961**
Escort	0	0	17,289	91,821	101,375
Mustang	0	0	11,211	50,762	42,542
Tempo	0	0	11,675	69,766	56,929
Tempo (Can.)	0	2,695	14,876	68,392	60,003
Taurus	0	0	38,732	201,971	173,772
Thunderbird	0	0	9,928	45,938	40,373
Crown Victoria (Can.)	2,925	2,532	12,690	61,262	45,369
Aerostar (trk.)	0	0	16,703	94,833	82,391
Bronco (trk.)	0	0	2,172	11,982	7,133
Explorer (trk.)	0	0	25,779	159,586	139,883
Mazda Navajo (trk.)	0	0	587	2,982	5,871
Econoline (trk.)	0	0	17,892	100,792	69,083
Heavy (trk.)	0	0	3,815	23,431	19,066
Light truck (trk.)	0	0	38,899	231,851	148,360
Light truck (Can. trk.)	0	2,464	13,539	76,328	51,760
Ranger (trk.)	0	0	20,669	150,388	130,994
Total Ford Division	**2,925**	**7,691**	**256,456**	**1,442,985**	**1,174,904**
Topaz	0	0	5,949	30,959	25,067
Topaz (Can.)	0	1,145	6,328	27,240	19,184
Cougar	0	0	4,402	30,212	29,666
Sable	0	0	13,683	66,862	56,265
Grand Marquis (Can.)	3,081	2,242	11,608	58,025	46,366
Mercury Villager (trk.)	0	0	1,207	2,248	0
Nissan Quest (trk.)	0	0	0	1,272	0
Total Mercury	**3,081**	**3,387**	**43,177**	**216,838**	**176,548**
Continental	0	0	3,379	19,922	29,153
Mark VII	0	0	0	2,375	5,099
Town Car	0	0	10,163	59,688	68,603
Total Lincoln	**0**	**0**	**13,542**	**81,985**	**102,855**
Total L-M Division	**3,081**	**3,387**	**56,719**	**298,823**	**279,403**
Total U.S. car	**0**	**0**	**126,411**	**670,296**	**628,844**
Total Can. car	**6,006**	**6,614**	**45,502**	**214,919**	**170,922**
Total U.S. truck	**0**	**0**	**127,723**	**779,365**	**662,781**
Total Can. truck	**0**	**2,464**	**13,539**	**76,328**	**51,760**
FORD MOTOR CO.	**6,006**	**11,078**	**313,175**	**1,740,908**	**1,454,307**
Skylark	688	1,184	6,758	33,686	27,510
Century	2,189	1,869	10,792	48,609	50,155
Regal (Can.)	2,550	2,531	13,523	57,360	67,874
Riviera	380	220	1,275	7,053	13,409
Park Avenue	1,513	1,171	3,638	33,440	61,890
LeSabre	4,221	3,387	18,650	90,008	27,036
Roadmaster sedan	1,181	673	3,535	24,267	12,562
Roadmaster wagon	200	158	892	6,538	16,254
Reatta	0	0	0	0	1,206
Total Buick	**12,922**	**11,193**	**59,063**	**300,981**	**277,896**
Eldorado	616	482	2,755	20,950	6,395
Seville	1,371	1,105	6,144	30,409	13,909
Brougham	116	0	31	2,286	10,677
DeVille	0	1,374	12,499	64,013	78,656
Allante	64	51	281	1,035	1,689
Total Cadillac	**2,167**	**3,012**	**21,710**	**118,693**	**111,326**
Cavalier	4,770	3	20,433	123,031	145,959
Camaro	1,859	1,305	8,178	39,161	28,277
Corsica-Beretta	4,650	3,663	19,511	112,380	148,056
Lumina (Can.)	4,900	4,887	27,604	133,922	125,024
Caprice	3,957	2,877	16,063	68,228	78,434
Corvette	480	370	2,606	12,172	12,756
Astro (trk.)	2,919	2,497	16,703	83,090	49,605
Blazer (trk.)	639	609	2,172	13,374	4,560
Lumina APV (trk.)	1,366	1,092	25,779	26,228	23,274
Mediums (trk.)	229	174	567	3,824	545
P-model (trk.)	631	478	17,892	13,742	10,689
Pickup (trk.)	7,027	5,305	3,815	149,401	157,750
Pickup (Can. trk.)	2,900	2,878	17,459	103,947	78,468
S10 (trk.)	4,906	3,595	38,899	102,421	141,650
S10 Blazer (trk.)	2,786	1,934	20,669	71,755	17,439
Sportsvan (trk.)	0	0	1,207	11,405	23,492
Sportsvan (Can. trk.)	1,300	1,279	8,680	42,812	29,562
Suburban (trk.)	1,502	1,224	786	29,240	15,524
Total Chevrolet	**46,821**	**34,170**	**249,063**	**1,140,133**	**1,089,064**
Achieva/Calais	2,770	2,055	12,744	68,891	34,616
Cutlass Ciera	2,860	2,492	13,876	73,706	44,635
Cutlass Ciera (Can.)	0	0	0	0	39,440
Cutlass Supreme	0	1,940	10,564	46,064	60,048
Toronado	0	80	424	3,274	2,778
Eighty Eight	1,458	1,155	4,340	39,891	37,376
Custom Cruiser wag.	0	0	122	1,927	5,483
Ninety Eight	0	324	2,744	17,540	43,519
Silhouette (trk.)	287	223	674	8,704	12,386
Bravada (trk.)	90	39	1,170	7,010	9,219
Total Oldsmobile	**7,465**	**8,308**	**46,658**	**267,007**	**289,500**
Sunbird	1,790	1	8,019	50,889	67,482
Grand Am	6,310	4,128	25,328	137,904	87,061
Firebird	741	454	2,334	13,952	9,385
Grand Prix	2,399	2,062	11,640	61,984	57,644
Pontiac 6000	0	0	0	0	19,603
Bonneville	2,648	2,124	6,378	54,773	26,162
Trans Sport (trk.)	1,551	1,220	5,788	23,420	15,225
Total Pontiac	**15,439**	**9,989**	**59,487**	**342,922**	**282,562**
Yukon-Jimmy (trk.)	190	115	13,539	3,959	1,162
Medium (trk.)	351	276	2,869	11,906	522
P-model (trk.)	69	545	5,089	1,856	1,568
Pickup (trk.)	2,191	1,584	820	57,587	70,318
Pickup (Can. trk.)	1,200	1,158	6,474	38,181	29,164
Syclone-Sonoma (trk.)	1,193	996	2,940	27,001	33,590
Typhoon-S15 Jimmy (trk.)	839	497	27,367	22,713	6,102
Safari (trk.)	920	941	18,176	34,455	21,460
Suburban (trk.)	887	709	11,844	17,963	13,273
Vandura (trk.)	0	0	7,124	5,803	10,973
Vandura (Can. trk.)	600	559	2,976	18,979	12,853
Total GMC	**8,440**	**7,380**	**99,218**	**240,483**	**200,985**
Total Saturn†	**5,339**	**5,339**	**21,357**	**109,851**	**42,684**
Total U.S. car	**54,578**	**42,048**	**253,931**	**1,397,112**	**1,273,306**
Total Can. car	**7,450**	**7,418**	**41,127**	**191,302**	**232,338**
Total U.S. truck	**30,573**	**24,053**	**225,909**	**726,947**	**640,326**
Total Can. truck	**6,000**	**5,874**	**35,589**	**203,919**	**148,047**
GENERAL MOTORS	**98,583**	**79,391**	**556,556**	**2,519,280**	**2,294,017**
Can. car	1,800	1,840	10,980	59,842	64,270
Can. trk.	1,100	1,120	6,740	36,906	28,673
CAMI†	**2,900**	**2,960**	**17,720**	**96,748**	**92,943**
DIAMOND-STAR†	**2,162**	**495**	**9,490**	**78,699**	**83,831**
Civic	1,680	0	8,678	50,848	48,283
Civic (Can.)	1,500	0	8,621	57,420	56,945
Accord	6,043	0	30,765	201,111	188,597
Total U.S. car	**7,723**	**0**	**39,443**	**251,959**	**236,880**
Total Can. car	**1,500**	**0**	**8,621**	**57,420**	**56,945**
HONDA	**9,223**	**0**	**48,064**	**309,379**	**293,825**
HYUNDAI Sonata (Can.)	**20**	**20**	**840**	**6,775**	**16,463**
MAZDA†	**3,800**	**0**	**14,321**	**45,343**	**62,134**
U.S. trk.	0	1,258	6,800	36,015	38,560
Can. trk.	0	180	967	4,231	3,786
NAVISTAR	**0**	**1,438**	**7,767**	**39,523**	**42,346**
Sentra	2,760	0	7,024	66,039	69,989
Pickup (trk.)	2,310	0	8,401	68,013	68,818
NISSAN	**5,070**	**0**	**15,425**	**134,052**	**138,807**
Geo Prizm	1,300	1,281	6,963	46,815	53,126
Toyota Corolla	2,000	2,061	11,053	63,568	57,636
Toyota Pickup (trk.)	1,440	1,415	7,589	30,474	0
NUMMI	**4,740**	**4,757**	**25,605**	**140,857**	**110,762**
Legacy	0	1,097	5,202	30,829	29,629
Pickup (trk.)	0	470	2,250	12,114	0
Rodeo (trk.)	0	880	4,270	21,824	0
Total U.S. car	**0**	**1,097**	**5,202**	**30,829**	**29,629**
Total U.S. trk.	**0**	**1,350**	**6,520**	**33,938**	**27,550**
SUBARU-ISUZU	**0**	**2,447**	**11,722**	**64,767**	**57,179**
Camry	4,850	0	20,611	126,574	115,788
Corolla (Can.)	1,200	1,176	6,591	39,667	36,517
TOYOTA	**6,050**	**1,176**	**27,202**	**166,241**	**152,305**
VOLVO 740,940 (Can.)	**150**	**60**	**658**	**3,721**	**4,785**
AM GENERAL (trk.)	**300**	**300**	**1,620**	**9,900**	**10,850**
MISCELLANEOUS (trk.)**	**1,920**	**1,920**	**10,368**	**63,360**	**71,370**
Total U.S. car	**87,232**	**57,870**	**555,450**	**3,064,484**	**2,902,873**
Total Canada car	**18,796**	**19,451**	**114,344**	**574,639**	**594,147**
Total U.S.-Canada Car	**106,028**	**76,921**	**669,794**	**3,639,123**	**3,496,220**
Total U.S. truck	**49,238**	**39,564**	**480,965**	**2,095,692**	**1,739,980**
Total Canada truck	**8,936**	**15,357**	**83,939**	**567,727**	**450,876**
Total U.S.-Canada truck	**58,174**	**54,921**	**564,904**	**2,663,419**	**2,190,865**
TOTAL U.S.	**136,470**	**96,834**	**1,036,415**	**5,160,176**	**4,642,962**
TOTAL CANADA	**27,732**	**34,808**	**198,283**	**1,142,366**	**1,045,023**
TOTAL U.S.-CANADA CAR & TRUCK	**164,202**	**131,442**	**1,214,698**	**6,302,542**	**5,687,985**

e-Estimate
*1991 figures reflect Grand Wagoneer production.
†CAMI includes Geo Metro and Suzuki Swift cars and Geo Tracker and Suzuki Sidekick trucks; Diamond-Star includes Eagle Summit and Talon, Mitsubishi Eclipse and Mirage and Plymouth Laser; Mazda includes MX-6, 626 and Ford Probe.
**Estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz.
Source: Automotive News Data Center

Six-month truck output soars 30%

GWENDOLYN ZONGHETTI
Special Correspondent

First-half vehicle output in the United States and Canada totaled 6,205,008 units, topping 1991 by 14.6 percent. Cars rose 4.7 percent and trucks jumped 30.4 percent.

Second quarter U.S. and Canada car and truck production was 3,393,347 units, up 13.4 percent from 1991 and up 20.7 percent from the first quarter in 1992.

U.S. truck output in the second quarter was 1,233,960 units — the highest second-quarter production figure on record. Canada truck output was 251,827, the highest volume since 1989 when 262,180 trucks were produced.

In June, U.S. and Canadian car and truck production was 1,214,698, up 21.5 percent from June 1991 and the highest since June 1988 when 1,304,288 vehicles were assembled. Canadian car production in June was 144,344 units, the highest since 1978 when 117,848 cars were made.

U.S. truck production was 460,965, the highest for any June on record and the highest monthly output for 1992.

Car production in the United States totaled 87,232 units last week, up 52.9 percent over the prior week and an increase of 2.1 percent over the year-ago week.

So far this year, makers produced 3,064,484 cars in the United States, up 5.6 percent over the year ago period. In Canada last week, 18,796 cars were assembled, down 3.4 percent from the prior week but up 19.2 percent over the year-ago week.

Year-to-date Canadian car production is 574,639, down 3.3 percent from the 1991 period.

Truckmakers in the United States produced 49,238 vehicles last week, 24.5 percent above the prior week and 21.7 percent above the same period last year.

Year-to-date truck production in the United States is 2,095,692, up 20.4 percent from the same period in 1991.

Truck production in Canada was 8,936 last week, a decline of 41.8 percent from the prior week and down 37.6 percent from the year-ago week.

The week's scheduled car production is shared as follows: GM, 41.1 percent; Ford, 28.1 percent; Chrysler, 12.3 percent; Honda, 4.9 percent; New United Motor Manufacturing Inc., 2.7 percent; Nissan Motor Manufacturing Corp. U.S.A., 2.6 percent; Toyota Motor Manufacturing U.S.A. Inc., 2.5 percent; Diamond-Star Motors Corp., 1.5 percent; Subaru-Isuzu Automotive Inc., 1.3 percent; other manufacturers, 1.2 percent; Mazda Motor Manufacturing Corp. U.S.A., 0.9 percent; Navistar International Corp., 0.7 percent; and AM General, 0.2 percent.

GM scheduled Saturday overtime at the Arlington, Texas, and Van Nuys, Calif., car plants. The Janesville, Wis., and Moraine, Ohio, truck plants worked Friday overtime, and the Janesville plant worked an additional shift on Saturday.